NORTHWEST FEELS **BUSINESS REVIVAL**

Heavy Investments in Projects for Development Are Some of Recent Signs.

MILLIONS ARE TO BE SPENT

Construction of Several Railroad Lines, Public Bonding and Activity in Industrial Field

Financial men throughout the North west are firm in the belief that the entire country is passing gradually into a period of better times. In some circles optimism is an exceedingly popular word and according to business bulletins and trade letters issued by many of the leading banking institutions, the time is not far distant when normal conditions again will prevail.

Reasons assigned to the sudden change in the business and financial change in the business and financial situation are, among other things, the disposition of the public to show renewed interest in investment propositions, the successful floating of large municipal and industrial bond issues, the belief that the European war will be terminated in less than six months, the apparent end of radical legislation and a general better understanding between the public and large business. tween the public and large business and industrial corporations.

Rallway Activity Is Effective.

for new equipment.

The lumber industry is due to improve this year. With the renewal of building activity throughout the country and the general expansion of trade in all lines, the lumber business is bound to be affected favorably. Another encouraging feature is the ap-parent awakening of the foreign mar-ket for lumber. The lumbermen are taking steps to improve shipping facilities and several plans now are under consideration for the acquisition of tonnage to transport lumber to mar-kets previously established.

Among the local improvement projects of importance are: The Interstate bridge, work on which is under way, and which will cost \$1,539,000; hard-surfacing of 70 miles of roads in Multnomah County, at a cost of \$1,250,000; construction of sewer lines and street paving in Portland, at a total cost of \$6,000,000.

DOUGLAS FIR IN DEMAND

Bellingham Millman Predicts Tre-

Bellingham Millman Predicts Tremendous Trade With East.

The most Important recent sale was that of the City of Victoria of \$1,000,000 three-year 5 per cent treasury notes to William A. Read & Co., of New York. Reed & Co. also recently purchased \$3,000,000 of the Province of Ontario ing to J. H. Blodel, president of the Blodel-Donovan Lumber Mills, of Bellingham, who has just returned from a trip to the Atlantic seaboard. Discussing the future movement of lumber through the canal, Mr. Blodel sald:

"It is my prediction that development of new markets for Douglas fir in the Atlantic states because of the Panama Canal opening will soon take care of 250,000,000 feet a year. Later I look for the consumption to reach even higher figures, say 300,000,000 on up to 400,000,000 feet. The greatest present need in the West Coast trade is more vessel tonnage. When this is provided freight rates will become normal and the business will expand to huge proportions."

PORTLAND BANKS LEADING
Clearings for Five Weeks Ahead of Seattle's Aggregate.

During a period of five weeks, from March 27 to Angli 34 Portland heart.

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Among recent municipal footations of important elective for the Province of Ontario five-year 5 per cent bonds.

Among recent municipal footations of 1\$401,000 three-year 6 per cent short-term notes. These were awarded to the Lumbermens Trust Company of the clivy and its trade territory, and personally conducted negotiations with the clivy authorities.

The Lumbermens Trust Company h

During a period of five weeks, from March 27 to April 24, Portland bank clearings reached a total of \$57,324,-664. In the same period the clearances than usually is found in a city of 16,000 population. An attractive feature of the New Westminster issue is that, instead of being redeemable at par at any time, the city can call the notes 664. In the same period the clearances at Seattle totaled \$56,669,122. Portland's lead over Seattle for the five weeks was \$1,254,932.

Clearings in Portland last week ag-gregated \$11,095,222 and clearances at Seattle were \$11,193,060. Tacoma's clearings for the week were \$1,917,027. for the city to sell the long-term col-clearances at Portland, Seattle and Tatoma for the past week and cor-responding week in five previous years and pay this premium."

CROP REPORTS PROMISING

Newberg, The Dalles and Salem

Bankers Portland Visitors.

S. F. Parrett, president of the United States National Bank at Newberg, was a visitor in Portland large yields of fruit are in yrospect. The prune crop, however, will be light. Max A. Vogt, president of the Prist National Bank of The Dalles, who was the Protland last week, reported that prospects for crops of all kinds never were better. Business conditions general business conditions as a visitor in Portland last week, reported that prospects for crops of all kinds never were better. Business conditions general business conditions. Everywhere he found promise of the Actna Life Insurance Company, who was a visitor in Portland last week. "There is no doubt that business limproving," said Mr. Buikeley.

The Dalles territory are satisfactory, he said.

D. W. Byre, assistant cashier of the United States National Bank of Salem, was among the visiting bankers in Portland last week.

Needed to Protect Industries.

SAN FRANCISCO. April 25.—(Special, —The statement of condition of the Federal Reserve Bank of San Francisco for the bank's 23d business week, ended April 23, follows:

Resources—Gold coin and gold certificates and subsidiary coin, silver certificates and subsidiary coin, silver certificates and subsidiary coin, and the Middle West in humaness. The found promise of general revival in business.

There will be a gradual return to prospectly from this time on, according to Mr. Buikeley.

The protland last week, "There is no doubt that business is improving," said Mr. Buikeley.

The Lowlist River Bridge Company, of New York, was in Portland last week. "The realize that such an end can be reached.

The Cowlitz River Bridge Company, of Portland last week want to see industry hum and business active. I believe that they contained the project will be recial. The project will be recially the project will be recially the project will be recially the provised the process. The project will be provided to the first manner of the project wil

SERVICE IS BANKER'S HIGHWAY TO SUCCESS

Conservatism in Credit Is Necessary for Soundness of Institution and Helpful to Patrons Who Apply for Loans, Says M. L. Holbrook, Vice-President of Merchants' National Bank

BY M. L. HOLBROOK, ident of Merchants National Bank, growth and development. HE bank, like any other commer-cial institution, is conducted primarily for profit. What it has to sell is service. Its profits on each individual transaction are small, its power

service is meant efficiency, dispatch, accuracy and courtesy, and a genuine desire to be helpful to its clients. The banking business differs from commerbanking. It cannot make special rates or hold bargain sales or offer special inducements for business, but must hold inducements for business, but must hold to safe methods or trouble is invited. The bank does a large portion of its business with other people's capital; it, therefore, must act as trustee in all of its transactions and consider the welfare and safety of the deposit of the smallest of its customers as well as the largest. Yet, in return for the use of this money, I thust not only act as custodian and be able to make return on demand, but it must also provide on demand, but it must also provide the overhead expense involved in custodianship and the great expense for the many free services which it continually performs for its patrons.

ually performs for its patrons.

Success Based on Exercise of Credit.

A marked tendency has developed in the last few years to render more and more service free of charge to depositors, and because of this the customer has come to accept without question such free voluntary service and to defined more and more from time to time. One of the chief functions of the bank nand more and more from time to time.

One of the chief functions of the bank its depositors.

Decision on the part of some of the large railroad systems of the country during the past ten days to make extensive expenditures on rolling stock and betterments also has had a prenounced influence. The most important announcement was made last week, when the Pennsylvania Railroad issued orders for new equipment amounting to \$8,000,000. This system previously had decided to expend \$20,000,000 on improvements and equipment.

The Chicago & Northwestern Railway Company will place orders for \$3,000,000 worth of equipment, and it is understood that other lines are contemplating the placing of large orders for new equipment.

The lumber industry is due to improve the lumber of the same to accept without question has come to accept without question has come to accept without question has come to accept without question for eventuary service and to definand more and more from time to time. One of the chief functions of the bank is, of course, the extension of credits. In making loans the first consideration is safety and security; then must be given due weight the ability of the borrowers to liquidate them when due or when demanded. On the successful handling of this feature of the banking business depends largely the standing to the lumber industry is due to improve equipment.

CITY NOTES ACTIVE One of the chief functions of the bank is, of course, the extension of credits. If making loans the first consideration is safety and security; then must be given due weight the ability of the borrowers to liquidate them when due or when demanded. On the successful handling of this feature of the banking and at the same time create a better feeling between them and the bank officials and make the work of the business depends largely the standing

New York's Plan for Tempor-

arary Financing Copied.

been 5 per cent notes selling at par. The most important recent sale was that of the City of Victoria of \$1,000,000

been done in London. New Westminster has a large number of industries of more varied and substantial character

BUSINESS GAIN IS NOTED

New York Financier Says Tariff Is

Needed to Protect Industries.

requently as detrimental to the bor-rower that a loan be made to him as t is unsafe for the bank to make the oan. Often the greatest service a bank o operate profitably being dependent can render an applicant for a loan is upon the volume of its business.

Service is the road to success in the much money—more than they can safely banking business as in most others. By absorb and more than they are entitled to. "Easy comes and easy goes" is true of credits, and the easier a borrower can get money from a bank the quicker he may degenerate from a careful business man to the irresponsible speculator. This is, perhaps, the most difficult part of the bank's functions for the public to understand and appreciate banking business differs from commercial lines in one important particular. There are no possibilities of long profits when true banking methods and principals are adhered to. Any transactions which yield to the bank greater earning the property of the bank counter can appreciate the probability of the bank greater earning that are presented daily to those who have stood behind the bank counter can appreciate the probability of safeing than the current rate of interest charged with the responsibility of safe-or discount, or charge for special serv-ice tends to speculation and is not good the constant pressure to which they are subjected. The success or non-success of a banking institution depends very largely upon the capacity and judgment of its managing officials in exercising a discriminating care in dealing with their borrowing patrons. "Safety First" Cardinal Principle.

Mistakes are made and always will be, but they must be held to a minimum. Conservatism in credits is the rock upon which sound banking is developed, and the bank officer who is not conservative should not be charged with this respon-sibility. "Safety first" is the soundest principle known to banking, and one that should be cheerfully subscribed to by all bank patrons, whether depositors or betrowers or both

policy of protection for our trade and industries. The results of the November elections indicated the feeling of the people. Recent events show conclusively that that feeling is getting stronger rapidly."

FORECAST TO AID FARMERS

Shippers Also Expected to Benefit From New Weather Service.

CANADIAN ISSUES ARE SOLD

Capital Will Be \$54,000,000.

Portland banks that are members of the Federal reserve system have received notice of the third call for payments on subscriptions to the capital of the Federal Reserve Bank. The first call was issued last November, the second in February, and the third fixes the date at May 2. With the third installment there will be paid into the Federal Reserve Bank one-half of the sper cent subscription required of the member banks, and no other call will be made except when the money may be needed. Portland banks' quota of the third payments are received May 2 the paid-in capital of the reserve system, contributed mostly by National banks, will aggregate approximately \$54,000,300.

RESERVE STATEMENT OUT

Condition of Bank at San Francisco Is Announced.

Mine and Mill Output Near Maximum and Orders Are Being Made by Telegraph.

WORK GIVEN THOUSANDS

Week's Bank Clearings Show Gain Over Same Period of Last Year and Strong Impetus Is Felt in All Business Lines.

CHICAGO, April 25 .- (Special.) -- Unuestionable evidences of business im-rovement are observed in two of the lost important branches of commerce and industry—railroad local traffic and the commercial telegraph and tele-phone service. These phases of busi-ness usually preface great activity in general trade, and during the current month each one has shown a convinc-ing increase.

ing increase.

Miscellaneous freight shipment and passenger travel on railroads to local points have grown immensely during the last fortnight, which indicates that small tradespeople at interior points are getting busy.

ness and high prices seems now to be strong and lasting.

Progress in business is cumulative and the recognized trade authorities now are willing to admit that the slow lines are evincing a more lively disposition. They also concede that trade and industry are moving little. and industry are moving into new and higher ground.

Clearings Gain Over Last Year. Bank clearings of the country again A new weekly weather forecast designed especially to aid farmers in planning their farm operations and shippers of perishable products to handle their goods with reference to expected weather conditions, has just

RESERVE BANK LEVY MADE

vania's large equipment order, many railroads announce their plans for equipment and construction expenditures, although in several cases the aggressiveness came principally in the form of increased shop forces for re-pairs on old equipment.

More Motive Power Needed.

CO-OPERATION IS PROPOSED

Federal Commission Suggests Selling Agencies for Foreign Trade.

One of the first matters to be given consideration by the recently organized Federal Trade Commission will be the creation of co-operative selling agencies for trade in foreign countries. The Associated Chambers of Commerce of the United States will be asked to coperate with the Commission.

A common selling agency is advocated as a necessity in the foreign market in order to meet foreign competition successfully and that American manufacturers may be placed on an equal basis with foreign manufacturers. Whether manufacturers will be permitted to combine to compete with foreign trade without violating the Sherman act is a question yet to be settled.

KELSO, Wash., April 25.—(Special.)—With the release of state highway funds by the decision of the state Supprement Countracts for several pleces of construction work on the Pacific Highway and permanent highways in Country will be let.

Bids will be received May 3 by the State Highway Commission for the State Highway north of Carrols. Bids will be opened at the Auditor's office at Kalama May 17 for construction of about a mile of Pacific Highway connecting the improvements south of Kelso with those north of Carrols. On the same date bids will be opened for the construction of more than a mile of concrete highway just out of Woodland.

NELSO, Wash., April 25.—(Special.)—With the release of state highway funds by the decision of the state Suppremence of countracts for several pleces of construction work on the Pacific Highway and permanent highways in the foreign countries. The Auditor's office at Kalama May 17 for construction of about a mile of Pacific Highway north of Carrols and three miles south of Kelso with those north of Carrols. On the same date bids will be opened for the construction of about a mile of pacific Highway connecting the improvement of the construction of about a mile of pacific Highway north of Carrols and three miles south of Kelso with the Auditor's off

Centralia Heads Off Suit by Bank Receiver Over Warrant Payment.

CENTRALIA, Wash., April 25 .- (Special.)—A, R. Titlow, receiver of the United States National Bank, who re-

Improved Farms Inside Business Property Residences

Commerce Safe Deposit and Mortgage Co.

91 Third St. Chamber of Com. Bldg. ently instituted mandamus proceed-ngs against the City Commission in ewis County Superior Court in an

Lewis County Superior Court in an effort to force the payment of about \$5000 worth of city warrants held by the bank and called in by the city, is prevented from continuing his suit by an injunction granted the city in the Federal Court Friday.

The city has tied up \$44,000 of the money the receiver has collected, to which it is seeking to establish a claim of preferred creditor, and the bank receiver took the stand that they could not legally the up the \$8000 additional. The larger amount represents city deposits in the bank when it failed.

MINING TROUBLE IS FEARED

Reports of Claim-Jumping Come From Coos and Curry District.

MARSHFIELD, Or., April 25 .- (Spe ial.)-Reports of contested mining laims and general trouble are coming out of North Curry County and Southern Coos, where placer discoveries were made last Fall in the vicinity of Boul-der, Rock and Lobster creeks. There has been a big influx of mining men and prospectors and a number of cases of claim-jumping are reported. Stories are told of men slipping into the district during the Winter and working men's property and leaving with mall fortunes.

Threats are said to be common an several who have visited Marshfield recently predict bloodshed.

Finance and Industry.

C. F. Adams, vice-president of the First National Bank, returned last week from San Francisco. He attended the exposition and also looked after business in connection with the new building the bank will build at Fifth and Stark streets.

urgency of Trade Indicated.

The large gains in the use of quick communication facilities reflect the urgency of business transactions, large and small, which, under less pressure, purchased control of the bank. He has usually are accommodable and the second of the bank.

and small, which, under less pressure, usually are economically cared for through mail correspondence.

All branches of merchandising and manufacturing are represented in these activities. No line of business seems now to be neglected. Some may drag a little behind others, but the strength of the leaders continues to lift the lagging ones,

The effect of war trade is broader of scope and the influence continues to broaden.

Impetus Seems Lasting.

The excellent outlook for coming crops is accelerating and it is difficult to comprehend how the greatest era of business prosperity this country has ever known will be avoided.

The impetus that home trade has received as a result of huge export business and high prices seems now to be strong and lasting.

All branches of merchandising and the serious did the content of the sent connected with the United States National Bank, will leave Wednesday for Old Point Comfort, Va., where he will attend a meeting of the executive council of the American Bankers' Association. The council will be in session May 3, 4 and 5, and will take up matters of policy affecting the financial situation. Mr. Schmeer expects to return May 16.

R. Lea Barnes, vice-president of the United States National Bank, who has been connected with the United States National Bank, will leave Wednesday for Old Point Comfort, Va., where he will attend a meeting of the executive council of the Samerican Bankers' Association. The council will be in session May 3, 4 and 5, and will take up matters of policy affecting the financial situation. Mr. Schmeer expects to return May 16.

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Organization of the Scandinavian American Bank at Marshfield was com-pleted last week. John E. Ross, for-merly of Kansas, but now of Marsh-field, was elected president; R. H. Olsen, of Empire, vice-president, and R. of Empire, vice-president, and R. Bugge, fermerly of Portland, cashier. The members of the board of directors elected by the stockholders are Ben Ostlind, John E. Ross, R. Bugge, J. E. Paulson, H. A. Kaeppler, C. H. Hendrickson and R. H. Olsen.

Descend Development Looms.

1 Ocean a large development programment projects and announced are development properly and the proposed Grants Pass-Creents City Proposed Grants City Proposed Grants

has taken the lead among financial in-stitutions in the United States in es-tablishing branch banks in South America. It now has branches in Chile. Brasil and Argentina. It also has branch banks in the West Indies, with headquarters at Havana.

The first electric plant within the Arctic rels will be erected at a mission at Point ope, Alaska, the power being supplied by windmill.

When Traveling Travelers Checks Are

THE SAFEST MOST AVAILABLE MOST CONVENIENT

MERCHANTS NATIONAL BANK

Commercial Bank With Savings Department Fourth and Washington Streets

THE BANK OF CALIFORNIA

NATIONAL ASSOCIATION

of San Francisco. Founded 1864

Capital Paid in......\$8,500,000.00

Surplus and Undivided Profits......\$8,219,494.90

Commercial Banking. Savings Department.

PORTLAND BRANCH

Third and Stark Streets

THE FIRST NATIONAL BANK

Fifth and Morrison Street Capital and Surplus - - - \$3,500,000

A general banking business transacted

on the safest and most accommodating

lines consistent with sound banking.

-Ask Us About Them

Should you open an account with this bank, your business will be handled in an up-to-date and dignified manner.

Interest Paid on Time Deposits

THE

NORTHWESTERN NATIONAL BANK SIXTH AND MORRISON

Select a Bank

with a large surplus as a safe place for your money. This Bank Has-

Surplus \$1,000,000.00

The United States National Bank

Capital \$1,000,000.00

LIBERAL RATE OF INTEREST PAID ON SAVINGS

LAST TUNNEL IS BORED

FACES CONNECTED IN 4200-FOOT DRILL ON COOS BAY LINE.

Large Force of Men Assembled and Camps Established at Site of Draw-

Bank Enters South America.

The National City Bank of New York as taken the lead among financial in-Slusiaw drawbridge.

Risk Man Is Optimistic. Morgan G. Bulkeley, president of the Aetna Life Insurance Company, of Hartford, Conn., who was in Portland last week, declared that business in the United States had reached ebb tide and henceforward the situation was bound to improve. He believes that he policy of free trade has been the undamental cause for commercial and ndustrial depression in the United

Some farmers in Germany use rocators or hatching ergs and raising chickens. They take better cure of the chicks than he hers do, even fighting hawks to project them, and running with them much onese.

The Canadian Bank

of Commerce HEAD OFFICE Toronto, Canada. Established 1867.

A general banking business transacted. Interest paid on time deposits. Commercial Letters of Credit Issued.

Exchange on London, England, Bought and Sold. PURTLAND BRANCH. Corner Second and Stark Sts.

F. C. MALPAS, Manager. TRAVELERS' GUIDE.

Palaces of the Pacific S. S. NORTHERN PACIFIC

De Luxe Fast Line to SAN FRANCISCO

S. S. NORTHERN PACIFIC Salls
April 17, 21, 25, 29, May S, 7, 11, 15,
Steamer train leaves Portland, North Sank
epot. B A. M., arrives Flavel 11:30; lunch
hoard ship; SS, arrives San Francisco 3:20
M. next day.
Freight delivery second morning after
hipment from San Francisco. NORTH BANK TICKET OFFICE, Phones: Mar. 920, A \$671....5th and Stark.

San Francisco

LOS ANGELES AND SAN DIEGO SS. YUCATAN

Salls Wed., April 28, at 6 P. M. NORTH PACIFIC STEAMSHIP CO. Ticket Office Freight Office, 122A 3d St. Foot Northrup St. Main 1314, A 1314 Main 5203, A 5422

THE BIGS LOSE CITY, SAILS 9 A. M., APRIL 27

SAN FRANCISCO LOS ANGELES The San Francisco & Portland S. S. Co., Third and Washington Sts. (with O.-W. R. & N. Co.). Tel. Marshall 4500, A 6121.

AUSTRALIA NEW ZEALAND AND SOUTH SEAS. Regular, through sailing for Sydney via Tabiti and Weilington from San Francisco, April 28, May 26, June 28, and every 28 days. Send for pamphlet. Union Steamship Co., of New Zealand, Ltd. Office—679 Market street, San Francisco, or local S. S. and R. R. agents.

COOS BAY LINE

Steamer Breakwater Salls From Ainsworth Dock, Portland, S.A. M. Friday. Freight and Ticket Office, Ainsworth Dock, Phones Main 3600, A 2332, City Ticket Office, 80 6th Street. Phones Marshull 4500, A 6131.

Street. Phones Marshall 4500, A GILL PORTLAND & COOS BAY S. S. LINE American - Hawaiian Steamship Co.

A-1 Steamship "HONOLULAN" (7059 Gross Tors) Carrying First-Class Passengers Only to
NEW YORK
was the Passenger Canal,
Salls from Ean Francisco on or about
MAY 10TH,
Tare..., \$150,00.
C. D. KENNEDY, Agent,
\$250 Stark Street,
Portland, Or.

DALLES-COLUMBIA LINE.

Steamer State of Washington Leaves Taylor-at. dock daily except Sunday.

11 F M for The Dalles and way landings. carrying freight and passengers. Returning, leaves The Dalles daily, 12 noon, except Monday. Tel. Main 613, Fare \$1, berths 500.