

CARE AND CAUTION NEED, SAYS BANKER

Good Judgment Now Is Held
Key to Prosperity.

HARD WORK REQUISITE

Put Farmer on Feet and "Day After Tomorrow" Will Dawn, Asserts Thomas B. McAdams.

In what Portland financiers assert is one of the clearest-cut statements concerning the present situation throughout the world yet issued, Thomas B. McAdams, president of the American Bankers' association, declares "good business on the day after tomorrow depends upon good judgment now," and emphasizes the necessity for care and caution in dealing with the many angles of various problems now confronting the world. The letter has created a most favorable impression.

President McAdams says: "Everywhere one hears the query 'What is the outlook for business?' Never before have we faced so many great problems clamoring for intelligent solution. To America is the world looking for far-seeing and constructive leadership and upon us largely depend the conditions which shall prevail here and abroad on the day after tomorrow—the day after we shall have passed through the period of readjustment and re-vitalization and be once more actively engaged in producing and consuming in an orderly businesslike way. "Good business then depends upon good judgment now. With good judgment go individual initiative and hard work as the essential elements in making 1922 a stepping stone to financial stability and industrial activity."

Agriculture Needs Attention. "What is our first step? What is our most important task at this hour? What should we do first—yes, prayerful-attention! There is a real challenge in the answer—agriculture. "The fundamental wealth of America is the producing of her soil. Transportation—manufacturing—jobbing—banking—merchandising—labor—all take on new life when the farmer prospers—all suffer when his purchasing power is materially curtailed. God in his bounty has given us the land and the water. We have the manpower—we have the machinery—we have the gold—we shall we put them all actively to work that the world may enjoy the fruits of America's new era of prosperity built upon the firm foundation of new wealth created by agriculture. "A crop that can be made and is for any reason not planted or harvested is an opportunity forever lost—time and money that can never be regained. Rotation of crops is agriculturally sound and diversification is desirable, provided for a commodity of which there is a great surplus supply there be substituted something more sorely needed. "World movements indicate a gradual clearing up of the foreign financial skies. If the series of international conferences being held result in re-establishing the buying power of Europe the fall may find us facing an active demand for our fundamental commodities. It will then be too late to plant the necessary crops. "Should the foreign situation not improve materially then financial America must provide the machinery for carrying the surplus temporarily and prevent demoralization in values. The demand cannot be long delayed if the needs of the world are to be properly supplied. Today crops may be both planted and financed on a materially different basis of risk than was incurred during the period of high cost of production."

Banker's Part Told. "What shall banker do? Help the farmers of his neighborhood to approach this planting season with cheerfulness and a rugged determination to succeed. Put new hope in their hearts—through continued sympathy and co-operation assist them over the rough patches. Many of them are discouraged and disconsolate as they review the losses of the last two years. They must be stimulated to look forward not backward and the banker must help bridge the gulf between the disheartening past and the promising future. "They still need the banker's active support—he needs their energy and ability to create new wealth if his loans to merchant and lawyer, doctor and school teacher, manufacturer and the farmer himself, are to be liquidated. "As in the immediate past, display confidence in those who have shown their willingness to work and their

ability to create—once more assist them in financing their need for seed, fertilizer, implements. If we are to press forward successfully, agriculture must not be allowed to become demoralized. "For 40 years the south's crops were financed when the average farmer's only collateral was his character and his chattel mortgage. This collateral is still available—make use of it. His success is national prosperity. "Put the American farmer on his feet, not through paternalistic legislation or specious nostrums—he neither wants nor needs charity—but through the application of old-fashioned commonsense American banking and business principles. "Again on his feet, he will stand unsupported and as he stands will American business be renewed in strength and activity and American labor find new fields for employment. "Then shall we see the dawn of the day after tomorrow."

In a territory so largely dependent for its prosperity upon the condition of agriculture and livestock as the 12th federal reserve district, substantial and permanent recovery from the severe readjustment of the past year must await the results of the crops of 1922, says a bulletin just received here from reserve headquarters in San Francisco. There is already apparent, however, pronounced improvement in the credit situation when compared with the beginning of 1921, as indicated both by the strong position of the banks generally throughout the district and by the availability and cost of bank credit for agriculture, industry and commerce.

Total borrowings of member banks from this bank at the beginning of 1921 (\$17,511,000) were more than twice the \$7,127,000 borrowed at the beginning of 1922. Improvement in the condition of the 87 reporting member banks of the district is reflected in the reduction during the year in the ratio of their total loans and discounts to total deposits, which was 81.3 per cent at the beginning of 1921 and 75 per cent at the beginning of 1922.

On January 22 the discount rate of this bank will be reduced from 5 to 4 1/2 per cent. Prevailing interest rates charged by the principal member banks of the district have been reported to be easing slowly during the closing months of 1921, and it would appear that conservative enterprises in general will not be hampered in its conduct during 1922 either by the lack of available bank credit or by its cost.

Many of the members of banking staffs in Portland have been devoting much time during the last week or more to the community chest. Inasmuch as the campaign is to be further prosecuted they will devote whatever time is necessary to it until it is finished. William M. Ladd, chairman of the board of the Ladd & Tilton bank, and Cameron Squires, assistant cashier, are spending vacations in southern California. J. C. Ainsworth, president of the United States National bank, is in Washington, D. C., where he went to act as a member of the committee authorized by the recent shipping conference in San Francisco to present the case of Pacific coast shippers before the shipping board relative to a proposed \$30,000,000 pool. Henry E. Reed of the Hartman & Thompson bank, who was confined to his home for five months on account of illness, is now at his desk, having fully recovered. He has been on the job for some time, but for a while was not in normal condition. Edward C. Sammons, assistant cashier of the United States National bank, recently returned from an extended trip through Idaho. He returned in time to get into the thick of the community chest campaign.

CATTLE GROWERS ELECT

Wenaha Association Chooses J. P. Lieualien as President.

WALLA WALLA, Wash., Feb. 5.—(Special)—J. P. Lieualien of Weston today was re-elected president of the Wenaha Cattle and Horsemen's association at their annual meeting. C. A. Winn of Milton was elected secretary. The question of a co-operative marketing scheme was threshed out and A. R. Shumway of Milton, Or., was instructed to name a committee to work out bylaws and plans. Mr. Shumway, who is president of the Oregon farm bureau, charged that buyers in this section are shipping in cattle from outside points to the detriment of local raisers. It was planned to bring the cattle off the range in the fall and bunch them in the Hudson bay section in sufficient quantities to attract buyers.

Postal Candidate Veteran. CENTRALIA, Wash., Feb. 5.—(Special)—W. W. Metcalf, recommended by Representative Johnson for appointment as postmaster at Tenino, is a veteran of the world war and commander of the William T. Mulhany post, American Legion, of Tenino. He enlisted in the navy March 2, 1917, and served until September 30, 1919.

County Bonds of Oregon and Washington

IT IS a noteworthy fact that the more experienced a man gets in financial endeavor, the more he invests in GOOD bonds. At the present time investors who study conditions are buying bonds heavily because they realize the rapidity with which these fine securities are advancing to permanent higher levels.

Income Tax Exempt

	Maturity	Yield
Adams County, Wash., 6s.....	1923	5.10%
Gilliam County, Or., 5 1/4s.....	1942	5 1/8%
Morrow County, Or., 5 1/4s.....	1929	5 1/8%
Pacific County, Wash., 5 1/2s.....	1924-40	5.10%
Skamania County, Wash., 5 1/2s.....	1935	5 1/8%
Union County, Or., 5 1/4s.....	1927-36	5.00%
Wallowa County, Or., 5 1/4s.....	1932-34	5.00%
Whatcom County, Wash., 6s.....	1923	5.10%

PORTLAND, OR., IMP. 6s

Due 1931

PRICE TO YIELD 5%

**LUMBERMENS
TRUST COMPANY - BANK**
BROADWAY AND OAK

The Choicest List

We own, and offer:

	Rate	Mat.	Yield
*Tillamook County, Or.....	5 1/2	1932	5.00
*Tillamook County, Or.....	5 1/2	1933	5.00
*Tillamook County, Or.....	5 1/2	1934	5.00
*Tillamook County, Or.....	5 1/2	1935	5.00
*Tillamook County, Or.....	5 1/2	1936	5.00
*Lincoln County, Or.....	6	1930	5.10
*Lincoln County, Or.....	6	1931	5.10
*Wallowa County, Or.....	5 1/2	1933	5.00
*Wallowa County, Or.....	5 1/2	1934	5.00
*Enterprise, Or., G. O.....	5	1935	5.75
*Portland, Or., Imp.....	6	1931	5.00
*Portland, Or., Imp.....	6	1931	5.00
*Huntington, Or., G. O.....	6	1937	5.85
*Huntington, Or., G. O.....	5	1937	5.85
*Jacksonville, Or., G. O.....	5 1/2	1935	5.85
*Slide Irri, Dist.....	6	1933-37	6.50
*Silver Lake Irri, Dist.....	6	1925-45	6.50
*Pierce County, Wash.....	5 1/2	1935	4.90
*Whatcom County, Wash.....	6	1924	5.25
*Whatcom County, Wash.....	5 1/2	1924	5.25
*Whatcom County, Wash.....	6	1927	5.25
*Whatcom County, Wash.....	6	1928	5.25
*Prov. of Alberta.....	6	1941	5.55
*Prov. of B. C.....	6	1926	6.00
*Prov. of B. C.....	5	1925	6.00
*Prov. of B. C.....	6	1926	6.00
*Prov. of Ontario.....	5 1/2	1937	5.55
*St. Boniface, Manitoab.....	5	1943	6.50
*Edmonton, Alberta.....	5 1/2	1929	6.30
*Rep. of Argentina.....	5	1949	5.92
*Kingdom of Norway.....	3 1/2	1962	6.00
*Kingdom of Norway.....	3 1/2	1964	6.00
*Dept. of the Seine, France.....	7	1942	7.95
*Zurich, Switzerland.....	8	1945	7.25
*Shelton Looms.....	7	1936	7.39
*Charcoal Iron Co. of Amer.....	8	1931	8.00
*Wilson & Company.....	7 1/2	1931	8.00
*B. B. & R. Knight, Inc.....	7	1930	7.15
*New England Oil Ref. Co.....	8	1931	8.00

*1000 1500 \$100
We Are Always Prepared to Buy or Sell These or Other High-Grade Bonds.

G. E. MILLER & COMPANY

PORTLAND-SEATTLE.

NORTHWESTERN BANK BLDG. MAIN 4195.
SECOND FLOOR.

Before You Sell Any Securities

—It will pay you to confer with us. We are always in the market for high-grade bonds, Government, Municipal or Corporation, and because of our connections in Eastern financial centers we are in a position to give you the highest price that the market will bear.

If you want to exchange your bonds for some other investment, or if you want immediate cash for them, you will be pleased with the service that we are equipped to give you.

This bank has served successful investors for sixty-three years. Sooner or later you will realize the many advantages that come with handling your investments through a firmly established financial institution of high standing.

You will find our service prompt, efficient and courteous.

BOND DEPARTMENT OPEN 8:30 TO 5:00
Saturdays 8:30 to 2:00

**LADD & TILTON
BANK**

Oldest in the Northwest

WASHINGTON
at THIRD

Getting there!



\$50 saved monthly will build a fortune of \$50,000 in 30 years.

Ask us how to do it. Six per cent bonds and our Partial Payment Plan are the answer. But you can do better, because prime bonds at present prices offer more than 6%.

Ask us to send you details about our Partial Payment Plan.

If you want to get ahead, we'll help you.

**FREEMAN, SMITH &
CAMP CO.**
LUMBERMENS BLDG., PORTLAND

FIFTH AND STARK
BONDS
PHONE B'WAY 5740

New Issue

Exempt from Federal, State, Municipal, and Local Taxation

\$75,000,000

Ten-Twenty Year

Federal Land Bank 5% Bonds

Dated November 1, 1921

Not redeemable before November 1, 1931

Due November 1, 1941

Interest payable May 1 and November 1 at any Federal Land Bank or Federal Reserve Bank. Principal Payable at the Bank of Issue. Coupon and registered bonds (interchangeable) in denominations of \$10,000, \$5,000, \$1,000, \$500, \$100 and \$40. Redeemable at par and interest at any time after ten years from date of issue.

The Supreme Court of the United States has held, (a) that these Bonds were legally created as part of the banking system of the United States, and (b) that the Bonds issued by the Banks are instrumentalities of the United States Government and are exempt from Federal, State, municipal and local taxation.

Issues of outstanding bonds dated prior to May, 1921, are redeemable five years from the date of issue. In order to meet the demand for longer term securities, Congress enacted a statute authorizing the redemption period on new issues to begin the eleventh year from date of issue instead of in the sixth as heretofore. The Bonds now offered are issued under this authority.

Special attention is directed to the following Statement of Secretary of the Treasury Mellon:

"In view of the very satisfactory financial condition of the Banks themselves, of the exemption of the bonds issued by these Banks from Federal, State, municipal and local taxation everywhere in the United States, and of the very adequate security back of these Bonds, they should prove an attractive security to investors large and small throughout the country."

Operation: In three and one-half years of active operation the 12 Federal Land Banks have been built up until on December 31, 1921, their Capital was \$28,707,170; Reserve, \$1,690,000; Undivided Profits, \$2,499,108, and Total Assets, \$473,799,410. All twelve Banks are on a dividend paying basis and every Bank shows a surplus earned from its operations.

Acceptable by Treasury: These Bonds are acceptable by the United States Treasury as security for Government deposits, including Postal Savings Funds.

Legal for Trust Funds: They are lawful investments for all fiduciary and trust funds under the jurisdiction of the United States Government. They are eligible under the laws of many of the States for investment of all public and private funds, and have been officially held eligible for investment by savings banks in the following States:

Alabama	Idaho	Massachusetts	New Jersey	Rhode Island	Vermont
Arkansas	Indiana	Minnesota	North Carolina	South Carolina	Virginia
Colorado	Kentucky	Mississippi	Ohio	South Dakota	Washington
Delaware	Louisiana	Missouri	Oklahoma	Tennessee	West Virginia
Florida	Maine	Nebraska	Oregon	Texas	Wisconsin
Georgia	Maryland	New Hampshire	Pennsylvania	Utah	Wyoming

The United States Government owns over \$5,500,000 of the capital stock of the Banks and the United States Treasury has purchased over \$183,000,000 Federal Land Bank Bonds. The Banks themselves are under the direction and control of the Federal Farm Loan Board, a Bureau of the Treasury Department of the United States Government.

At the request of the Federal Farm Loan Board in co-operation with and on behalf of the Federal Land Banks, we offer these bonds at:

Price 102 3/4 and interest, netting about 4.70%

to the redeemable date (1931) and 5% thereafter to redemption or maturity.

Alex. Brown & Sons
Brown Brothers & Co.
The National City Company

Harris Trust & Savings Bank
Lee, Higginson & Co.
Guaranty Company of New York

The statements contained herein, while not guaranteed, are based upon information and advice which we believe to be accurate and reliable.

52% Increase in Net Earnings in 1921. This is the remarkable record made by Standard Gas & Electric Company.

Long term bonds are the most profitable investment in this period of rising security prices. They afford the greatest opportunity for enhancement in value and also for keeping your money at work at high interest return.

Secured 7 1/2% Gold Bonds
at 100 and interest to yield

7 1/2%

These bonds mature September 1, 1941, and are callable only at very substantial premiums. Therefore, whether they run for the full life of the issue or are redeemed before maturity, they will prove an unusually profitable investment.

This prominent company, together with its subsidiaries, controls electric, gas and other properties in many substantial communities, including Minneapolis, St. Paul, Louisville, Tacoma and San Diego, and serves 2,135,000 people.

The bonds are a direct obligation of the company and are also secured by collateral with a present market value of approximately \$9,000,000, being over 2 1/2 times the face of the loan.

Present market value of securities junior to this issue is over \$18,000,000.

Company earned over 8% on its common stock in 1921.

Bonds ready for immediate delivery.

CLARK KENDALL & CO. INC.
GOVERNMENT-MUNICIPAL-AND-CORPORATION BONDS

FIFTH AND STARK STREETS - PORTLAND OREGON



JULIUS R. BLACK

Public Accountant, Auditor

Income Tax Service

Concord Building, Second and Stark St.
Broadway 7443

Banking Service

Your banking requirements may be entrusted to this Bank with every confidence that careful and efficient service will be rendered.

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