THE OREGON DAILY JOURNAL, P ORTLAND, MONDAY, JUNE 23, 1919.



posed of, \$9000 being already taken up. citizens could get up in time in the An option has been secured on the con- morning. "Unquestionably the banks, by con-certed action, could find some way of The bonds are then stored in our vaults checking the increase in loans which reand as the interest become due the cou- sults from rapidly rising stock prices," pons are clipped and the amount placed says the Magazine of Wall Street. "Th

chase if the \$20,000 stock can be dis-

THE PERIOD of

with it an increasing number of

Nearly all these transactions entail banking

Foreign exchange is a technical and difficult

Through information that we have at hand

or can easily acquire from our excellent con-

nections, we are in a position to give and ob-

We are at the service of the public in this im-

portant component of a great and new busi-

transactions with foreign countries.

study and requires expert attention.

tain for you technical and credit data.

service of exchange or credit.

reconstruction brings

erously interlaced with rivers, the num- or foreign, or even a slacker. If you says the prospects of getting an extenber of bridges destroyed has been enor- have so far forgotten the boys who sion into Bandon are good. The Roose-These three things furnish an outlet hustle around to your local bank and mous.

It is terribly short of necessary is not altogether American-he is lack-

-Fourteen Points of the Bond Business.

for American goods for a long period redeem your Americanism by repurchasof years.

CREDIT MUST BE GIVEN

terial American manufacturers will have to trust the European purchasers and manufacturers though they never trusttrust the precept that a man's character be distributed among all the investors

proposition will quickly recover from the

is as good collateral as his property. Europe will pay in the long run, if the wise bankers of America are al- money of last week shook out weak one of his farms, spears the king fish is much more efficient than could be

of the securities.

will pay for such bonds.

fully the needs of its clientele.

Lumbermens Bldg.

ing at least one bond without further delay. Don't let the boys come home and find that you have broken faith

No. 8

You'll Never Find Them Napping

pany are extremely alert. Very few, if any, prospective improve-

ments which are to be financed by bond issues escape their notice.

in financial matters, are in search of opportunities to lend money in

large amounts. In buying bond issues a trust company employs

capital which is to be replaced in the company vaults as soon as the

individual investors participate in the transaction by purchasing

the bonds and which is then immediately available for the next pur-

chase of bonds. But the opportunities for these investments would not be open to the public except for the trust company's interme-

diate relation between the original seller and the ultimate buyer

sentatives from a dozen or more financial institutions, and some-

times by buyers from the extreme East. These men know in ad-

vance whether or not a contemplated investment is safe, and their

bids are based upon a knowledge of what the individual investors,

through the selling departments of their respective organizations,

its Portland, San Francisco and Seattle offices, but also throughout the West.

A line drawn across the country from the Dakotas to Texas would designate

in a general way the territory our representatives cover. The company is en-

gaged very largely in financing the development of the West. It also buys in

the East and in foreign countries in order to diversify its offerings and meet

Lumbermens Trust Company

Half Million in Capital-Hundred Thousand in Surplus

The Lumbermens Trust Company buys and sells bonds not only through

Nearly every large bond sale in the West is attended by repre-

The members of the buying department of a modern trust com-

Constantly these men, trained by years of executive experience

"An American without a Liberty bond

war. It is terribly short of necessary is not altogether American-he is lack-things, such as railroad equipment and ing somewhere, and must not complain quille. Boats and freight barges ply be-tween this point and Bandon. Mr. Fahy

automobiles. The war zone being so gen- if he or she be classed as un-American tween this point and Bandon. Mr. Fahy

In connection with the sale of this ma-erial American manufacturers will have promise to pay."

and speculators of America. Technically, the stock market is in near Oregon City, and when the salmon the discretion of the depositor. proper credits are arranged. Therefore good condition because the 15 per cent run up the Willamette, which flows by service is complete in every detail and should think it quite appropriate in these

factor for development work in that sec-tion and the residents are very much Liberty bond depositor is automatically enthused over the results it will bring. a savings depositor and these Liberty **Banker Enjoys Farming** Thomas A. Ryan, president of the WILL LOAN 90 PER CENT Bank of Commerce of Oregon City, says

the Southern Pacific railroad at Co-

he will put his cows and hogs against bonds at prevailing market prices, the ed Europe before. They will have to through which the financial risks will the world for breaking down fences. Be- bank will loan up to 90 per cent of their sides conducting a general banking busi- face value. The bank will also convert

Fifth and Stark

ness Mr. Ryan runs a couple farms bonds from one issue into another at ready arranging a great corporation holders and frightened the strong ones. for feed for his poultry.

ing his own bonds. has become a sort of clearing house for complete information regarding the serv-ice. When the bank decided to inaugurate the plan the first thought was how to make it a complete success and how

bank we issue a special pass book with a description of the bonds listed therein.

public. The officers of the bank had een making a study of the value of vas advertised judiciously, the results would be far reaching. They believed that a bank could use advertising in a dignified way and obtain as good results as any other straightforward business men in other lines of business endeavor."

velt highway is looked upon as a great account, which is part of his Liberty purposes may be expected to grow, and In other words, each bond accounts are the beginning of many worth while savings accounts. in check." "Rather than have people sell their

> The secured by the average depositor hand-

to the credit of the depositor's savings demand for loans for strictly industrial

"As a result of the Anglo-California stated whether there is to be a "stock-Trust company's experience in handling, ing room" or not. It is to be assumed, Liberty bonds for depositors, the bank however, that there will be a tearoom, ideas and methods to use in this kind of ing room, where all the latest style plates work. Hardly a day passes but some will take the place of the usual market guotations and the bon bon bon will aminer

to bring it before the attention of the advertising for some time, and they sixtieth anniversary the first part of this knew that advertising is most productive month they found that there were three when the advertiser puts the interest names on their books who had been of the buying public first. The officials steady customers for the past 50 years, know that they had a proposition that considered the owner of Liberty bonds and patronization for that long period first and they believed that if the plan the bank presented them with a gold

souvenir in the form of a pencil, with a suitable inscription engraved thereon, Thomas Mann, Hawthorne apartment; James Muckle, 563 Ladd avenue, and James Dant, St. Helens, Or., were the three individuals who received the re-

membrances. Banker Is Pioneer

J. M. Poorman, cashier of the Bank **Retire** Certificates of Woodburn, is one of Oregon's pioneers and is very enthusiastic over the present Of Indebtedness gon back in '79," says Mr. Poorman, in contrasting conditions with today, "no

Antedating Henry

A. G. Longshore, assistant cashier of

Special effort is being made by the one knew just where the Oregon United States treasury department was located, and we had spent a day through the Federal reserve banks to in- and a night in Oregon before we found fluence the corporations and individuals out we had crossed the boundary." Mr. holding United States treasury certifi- Poorman is one of the ex-presidents of cates of indebtedness, maturing from the Oregon State Bankers' association, July 15 to September 9 inclusive, to ex- having presided during the year 1916. change them for the tax series T4, maturing September 15.

Accomplishment of this task will eliminate a large amount of refunding and will greatly reduce and simplify the treasury certificate program soon to be presented to the banks of this country. further essential advantage is in the essened chance of any noticeable money distunbance at the net income tax payment date, as the certificates due September 15 are issued in anticipation and are accepted in payment of taxes due. The privilege of exchange is re-garded favorably by New York banks,

Former Bank Cashier Back C. Dryland, formerly assistant cashier of the United State National bank, who has lately been connected with the auditing department of the Guaranty Trust company of New York, has returned to Portland. While in New York Mr. Dry-land took upon himself a bride and to-gether they will make their home here. joying his vacation.

eventually to draw credit away from the stock exchange in a normal way; but in the present situation the banks might easily conclude that, for the general public interest the rise of loans ought in the meantime to be held reasonably Women to Have Bank The shopping district of Minneapolis soon to have a woman's bank, to be known as the Woman's State bank. We times when women are "breaking in" on every line of man's endeavor, says The Confidential Banker. It is not

manicure department, including a readquotations and the bon bon box will supplant the ash tray. What a treat such a bank will be for the bank ex-

Customers for 50 Years

When Ladd & Tilton celebrated their

line

**First National Bank** of Portland

ness development.

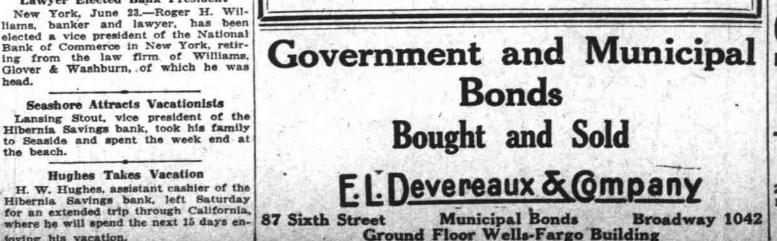
HALL & COMPANY Buy and Sell U. S. Government, Foreign Government,

Fifth and Stark Streets

Railroad, Public Utility, Industrial, Municipal

BONDS

**Quotations** Upon Request Lewis Bldg., Portland, Or. **Telephone Marshall 655** 



## We recommend the purchase of Liberty Bonds and are prepared to fill orders in any amount. If you have Liberty Bonds to sell, we will buy them from you at highest prices, depending on New York market quotations received by wire daily Short Term

LIBERTY

BONDS

CANADIAN MUNICIPAL BONDS to yield 61 % FREEMAN SMITH CAMP CO. HEADQUARTERS LIBERTY BONDS We BUY and SELL any amount. New York quo-tations by wire every morning, interest in-4th 4348...... 95.06 Victory 4%8..... 100.41

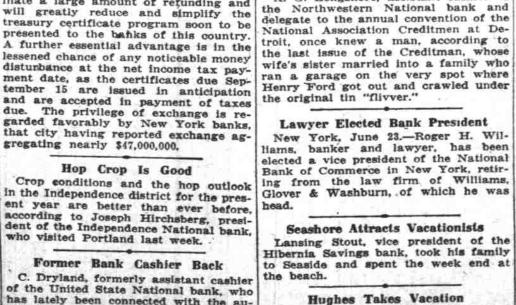
If necessary to sell your Bonds, bring them to us. We pay highest local

**ROBERTSON & EWING** 207-S N. W. BANK BUILDING RANK ROBERTSON H. O. EWIN

Stocks, Bonds, Cotton, Grain, Etc. \$16-\$17 Board of Trade Building

Overbeck&CookeCo. DIRECT PRIVATE WIRES TO ALL EXCHANGES sembers Chicago Board of Trade Correspondents of Logan & Bryan New York J. B. Steinbach & Co.

Stocks, Bonds, Cotton, Grain 201-2-3 Railway Exchange Building E. F. Hutton & Co.'s Coast-to-Coast Leased Wire Liberty Bonds Bought and Sold Tels.--Main \$58-284



Treasury Wants to