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"INTERNATIONAL BANKER" A MYTH

Otto H. Kahn Refutes Idea That **Foreigr Finance Activities Dull** Allegiance to America.

BANKING REFLECTS BUSINESS

"International Farmer" and Other Business Men Who Sell to Foreign Markets Create Demand for International Financial Service.

The idea that bankers engaged in financing foreign trade and in handling foreign bond flotations are a particular cult of "international bankers" actuated by motives differing from those of other bankers was refuted recently by Otto H. Kahn of New York, in an address before the Rochester Chamber of Commerce.

"There is no such thing as an 'In ternational Banker' in America, as the meaning of the term is generally understood," Mr. Kahn said. "He exists in the imagination of people all too numerous, but he does not exist in the flesh. You might just as well speak of the 'International Farmer' because the farmer sells a certain percentage of his crops to Europe, or of the 'International Manufacturer.'

"The banker maintains, and can maintain, international contact, and conduct international business, only to the extent that American industry, commerce and agriculture are international. True, the banker must take within his purview continuously the conditions of affairs and the current of things throughout the world, but so must the exporter and importer, and so must the farmer take into account the prices and tendencies of the world market in Liverpool.

Banking Mostly Home Business "The American banker's market in the home market. His success is conditioned upon the capacity and willingness of the American investor to absorb the securities which he offers. His very existence depends upon the confidence and co-operation of the public and of his fellow-bankers-and any banker whose activities would justly create the impression that he was actuated by cosmopolitan rather than by American interests would very soon lose that confidence and following.

"The business which he does for his own account in, with, or for Europe, is inconsiderable as compared to the business he does in America. His principal functions in relation to Europe are to provide the requisite banking facilities for export and import and for travelers. That part of his functions which consists in financing loans of foreign governments or industries has hitherto been, with sporadic ex ceptions, of relatively inconsiderable proportions as compared to the vastness of the volume of his transactions in financing American industry, com merce and enterprise. Necessity for Foreign Credits "In saying this, I do not mean to imply that there is anything that calls for apology in the floating of foreign loans in America and in the loaning of American funds to Europe, provid ed such loans are considered sound as to security and are made for legitimate, constructive purposes. Indeed, such loans ought to, and I believe will be made in increasing measure, when conditions in Europe will have become such as to warrant it. "It is manifest that the promotion of our export trade, including, of course, the export of farm products, requires us, under the circumstances as they now are and are likely to remain for some time, to aid the purchasing power of other nations by extending to them financial facilities to a reasonable extent. "It is the function of the banker to be instrumental in carrying out such transactions. In doing so, he is the means of serving a useful national purpose, just as he served a useful, indeed a highly important national purpose, in being the means of attracting and bringing European capital to America in former years when conditions were reversed and such capital was nothing less than vital to the de-velopment of this country and the realization of its opportunities."

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FOR SOUND MONEY

Senator Oddie of Nevada, chairman of the United States Senate commission to investigate the problems of gold and silver mining, has allayed the fear that Western Senators, in their zeal to aid the cause of silver, might launch an unsound money wave. "I am for sound money," Senator Oddie says. "There is no thought of bimetalism or departing from the gold standard. We desire to help the great mining industry, but not through the creation of an unsound currency."

The commission is to study and report on the causes of the continuing decrease in the production of gold and silver: the causes of the depressed condition of the gold and silver mining industry in the United States; the production, reduction, re fining, transportation, marketing, sale, and uses of gold and silver in the United States and elsewhere; and the ffect of the decreased production of gold and silver upon commerce, inlustry, exchange and prices.



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