

UNITED STATES FINANCIERS AND THE DOMINION

Empire-building in the West Suggests Great Possibilities from Development

Every one who has followed the various steps taken by President C. S. Mellen of the New Haven Railroad Company in the direction of creating an organic system covering entire New England has not failed to observe that his thoughts have frequently been centred upon Canada and not so much the Canada which is the neighbor of New England as the new Canada—that region in which empire building upon a magnificent scale is now in progress, says Holland, in the Wall Street Journal. President Mellen on the other hand and his associate in railway management in the far West, the late President Hays of the Grand Trunk, on the other hand, regarded England and imperial Canada, especially the western part, each as supplementing the other in commercial relations.

Probably the broad-minded vista of railway opportunities which has been characteristic of Howard Elliott since his management of the Northern Pacific will not fail to impress upon him the value of the mutual relationship which can be established between the New England section of the United States and Canada.

The government of Canada has been doing what New England as a section has never thought of doing. For the imperial government began, some fifty years ago, a most comprehensive and far-reaching method of exploiting the wonderful resources of Western Canada and the transportation facilities by which these resources could be made available. In the south, there are evidences that the method adopted by the minister of the interior of Canada will be imitated.

Results from Publicity.

If publicity is the expedient policy for the great industrial corporations of the United States there is no reason why it should not be expedient policy for the people of each of the states as it has been found to be a highly advantageous policy for Canada. Publicity in its broadest meaning is nothing but advertising. It may not always be paid advertising, but the full reports of the United States Steel Corporation and the wonderfully clear exposition which the latest report of Theodore N. Vail of the American Telephone and Telegraph Company are, from one point of view at least nothing but advertising. The Canadian policy of publicity brought into Canada in a few years about a million and a quarter of immigrants and a great many million dollars. It has been officially stated that these results were secured, in part at least, by an expenditure of about two and one-half million dollars in publicity work.

The empire building which is now in progress in Western Canada and which reflects to some extent the plans of President Mellen for creating an organic railroad system in New England and the purpose of the late President Hays of carrying his Grand Trunk system across New England, with terminals at Providence and Boston, compares favorably with any work now in progress anywhere in the world involving the opening up of new and hitherto uninhabited regions and cultivating the prodigious natural resources which have awaited cultivation. Inevitably the growth of Western Canada within the next twenty-five or thirty years is to have a very influential relation to the growth of the United States. Canada is now the largest market for some of the American products. Canada is beginning to tempt American manufacturers to establish their plants within its boundaries.

To Be Great Seaport.

The contemplated plan of Governor Foss of Massachusetts to shift one of his manufacturing plants from Massachusetts to Canada furnishes a most important object lesson. One of the great American manufacturing corporations, at one time, seriously contemplated the removal of its plants to Canada and at this time the corporation managers are turning over in their minds the feasibility of removing some or all of their plants to Canada in case they find the new tariff law would be permanently detrimental.

A year or two ago one of the largest of the ocean steamship companies owned in Great Britain was purchased by another company and the reason given for that purchase was that the steamers of the purchased company would be available for use after the Panama Canal is open, so that the expected increase in wheat production in Western Canada could be made available for English markets by the utilization of the Panama Canal. This wheat, it is expected, will be transported from the fields to the new terminal which the Grand Trunk is now to establish on the Pacific Coast near the southern boundary of Alaska. The terminal is likely to be-

come the greatest seaport anywhere in the world located as far north as this seaport is to be.

The fleet of steamers will receive the wheat at this particular Pacific terminal of the Grand Trunk and will transport it unbroken in bulk to Great Britain by way of the Panama Canal, and that is likely to be as large a part of the commerce of Great Britain as will pass through the canal excepting some between the west coast of South America and Great Britain.

The railroads of Canada have co-operated with the Canadian government in carrying on a plan of publicity the results of which have already been magnificent. The managers of these railroads appear to realize that if publicity is the wiser part in informing the people as to the details of operation; of financing and like matters there is no reason why it should not be the wiser part to adopt if business for the railroads is to be desired. The railroads of Canada have recognized the vast influence which may be exerted by a skilful and honest method of advertising the resources of the country and the opportunities the railroads furnish for making these resources available.

AGAINST GROUP LIFE POLICIES

A resolution striking at the issuance of group life insurance policies was adopted at an executive session of the American Life Convention at St. Paul. Life insurance men, representing old line companies, denounced group insurance, by which an employer, for instance, puts into effect a blanket policy insuring all his employees against death. It was declared inimical to legal reserve life insurance, unfair and dangerous.

The life insurance men also adopted unanimously a committee report which vigorously opposed the upward trend of medical fees for old line insurance. The report said that, while \$5 was the usual fee charged in some sections, \$3 was entirely sufficient to guarantee sound medical examinations.

WESTERN TRUST COMPANY.

Discussing at the seventh annual meeting, the business of the Western Trust Company, of Winnipeg, for the past year, Mr. A. J. Adamson, the president, was able to report that the interest payments on loans have been satisfactorily met, largely due to the conservative policy adopted by the board as to limiting advances to high grade securities. The reserve account has been increased from \$100,000 to \$150,000, the latter amount representing 15 per cent. of the paid-up capital of the company. During the past financial year, the company has for the first time been working with the subscribed capital fully paid up. This has resulted in a marked increase of the transactions of the company. There has been a gain in the profits of nearly 50 per cent. in comparison to those of the year immediately preceding.

Here is a statement showing the development of the company since it commenced business:—

Year ended June 30th.	Paid-up Capital.	Reserve.	Net Earn- ings.	Total Assets.
1907	\$ 238,726	\$	\$ 4,076	\$1,293,324
1908	244,427	12,500	17,851	1,691,963
1909	252,879	25,287	25,340	2,279,606
1910	385,050	38,505	33,496	3,114,813
1911	580,600	58,060	54,026	3,497,558
1912	1,001,266	100,126	80,120	6,293,258
1913	1,005,000	150,000	126,284	6,617,333

The company's assets are as follows:—Real estate mortgages, \$1,132,962.88; stocks and shares, \$54,102.90; office furniture, \$2,712.34; other assets, \$9,881.86; cash in banks, \$4,475.51—\$1,204,135.58. Trust guaranteed and agency funds.—Real estate mortgages, \$988,990.22; cash in banks, \$48,040.86—\$1,037,031.08. Trust estates and agencies.—Unrealized original assets held for collection and administration, \$4,376,166.97—\$6,617,333.63.

The net profits for the year ended June 30, 1913, after making all proper deductions, were \$126,284. Dividends to shareholders at 7 per cent. per annum absorbed \$70,159. The reserve account was strengthened and \$7,177 was carried forward.

The company is making good progress under efficient management and a strong directorate.

The city council of Regina is arranging to give better fire protection in the residential section. Three hydrants will be installed in every block so that there will be no difficulty in getting plenty of water in cases of fire.