

Investment
Series—Talk
No. 7

Study Investment Opportunities

Form the habit of keeping yourself informed on the standing of securities and the enterprises back of them.

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MONEY AND MAGNATES



New President Bankers' Association

At the annual meeting of the Bankers' Association, held at Toronto last week, Mr. D. R. Wilkie was elected president. This is the highest honour that can be conferred upon a Canadian banker, and Mr. Wilkie's long and brilliant service fully justifies the event. Mr. Wilkie is more than a bank manager; he is a prominent citizen and has taken a deep interest in many of the movements which have gone to make up the development of Canada.



MR. D. R. WILKIE,
Elected President of the Canadian Bankers' Association.

Mr. Daniel Robert Wilkie was born at Quebec on December 17th, 1846, of Scottish parents. In 1862 he entered the service of the Quebec Bank, serving for ten years in St. Catharines and Toronto. On the formation of the Imperial Bank, in 1875, he became general manager. After thirty-one years of successful administration he was made president, in 1906. A great deal of the success of the Imperial Bank is due to his careful management. He is a conservative financier but yet has sufficient aggressiveness to keep his institution in the front rank.

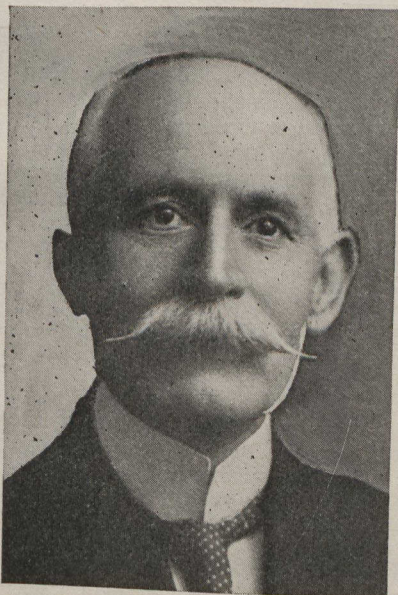
Mr. Wilkie is past-president of St. Andrew's Society, Toronto, a director of the Confederation Life, Toronto General Trusts, General Accident, Fire and Life, Niagara Falls Suspension Bridge Company, Victoria Rolling Stock and Realty Company, is connected with many social organizations

including The Red Cross Society, the Victorian Order of Nurses, Toronto General Hospital and Canadian Art Club. He is also the author of several treatises and papers on banking subjects and was prominently identified with the establishment of a branch of the Royal Mint in Canada.

The other officers of the Canadian Bankers' Association were elected as follows:—Hon. presidents, George Hague, Montreal; Sir Edward Clouston, and Sir Edmund Walker; vice-presidents, George Burn, Ottawa; Alex. Laird, Bank of Commerce; E. L. Pease, Royal Bank; H. B. Meredith, Bank of Montreal. Council, E. H. Hebden, general manager Merchants Bank; T. Bienvenu, Provincial Bank; R. B. Stevenson, Quebec Bank; T. F. How, Bank of Toronto; Jas. Elliott, Molsons Bank; N. Lavoie, La Banque Nationale; G. P. Schofield, Standard Bank; C. A. Bogert, Dominion Bank; G. H. Balfour, Union Bank; W. D. Ross, Metropolitan Bank; H. A. Richardson, Bank of Nova Scotia; H. B. Mackenzie, British North America; Jas. Turnbull, Bank of Hamilton, Col. James Mason, Home Bank. Secretary-treasurer (re-elected), John Knight, Montreal.

Knights of the Road.

The other day The Commercial Travelers' Association of Canada elected officers for next year. The election did not cause any cartoons or editorials in the press, but it was an event of much interest to 12,000 salesmen from Halifax to Victoria. The whole thing was done by mail. The Secretary in Toronto sent out to all members, ballot papers containing the names of nominees for office. These were returned to him, and the results announced at a meeting in Toronto.



MR. S. M. STERLING,
Elected President of the Commercial Travelers' Association of Canada.

The new President is Mr. S. M. Sterling, of Toronto—the choice of 12,000 fellow travelers. He is a pleasant man of good address, and in appearance suggesting slightly no less a person than the Governor-General. Mr. Sterling has been thirty-five years a knight of the road. For thirty-five years his headquarters have been on one corner in Toronto—Wellington and Bay; for a long time he was on the Wyld, Brock and Darling side of the street, and now is on the Wyld, Grasett and Darling side. He is with Thomas Ogilvie and Sons, in woollens.

The organization of which he has been made the head is one of the most unique in Canada. No one disputes the influence in the business world of the drummer with his cases of samples, hearty manner and good cigars. When advertising first burst upon the world—some said the day of the drummer was done. The live wire advertising man was scheduled to displace his usefulness. However, advertising instead of cutting him out, merely increased his efficiency. He and the advertising

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