

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.

Then when the time comes for investing, you will have formed your judgment as to such securities as seem promising to you. Let your investment house critically examine your selections—eliminating such securities as from their knowledge, would be poor investments, indicating the best of your choice and perhaps suggesting others that they know to be good, thus combining your judgment and their knowledge.

That you may so study securities, arrange to be put on the mailing list of a reliable, successful and progressive investment house.

Our Security Reports

are sent from time to time, as issued, to our clients and to those who, as possible investors, wish to keep informed on securities dealt in on all markets. May we not put your name on this list? It will obligate you to nothing and will be of undoubted value to you.

F. H. Deacon & Co.
Members Toronto Stock Exchange
Investments
97 Bay St. Toronto, Canada

F. H. DEACON J. C. FRASER

DOMINION SECURITIES CORPORATION LIMITED, HAS MARKETS FOR ALL STANDARD CANADIAN BONDS AND DEBENTURES
OFFICES
TORONTO
MONTREAL-LONDON, ENG

Rodolphe Forget

Member Montreal Stock Exchange

83 Notre Dame St., Montreal

Carefully edited studies of leading Canadian securities mailed on application. Facts and figures compiled by experts.

Paris Office

60 Rue De Provence

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.

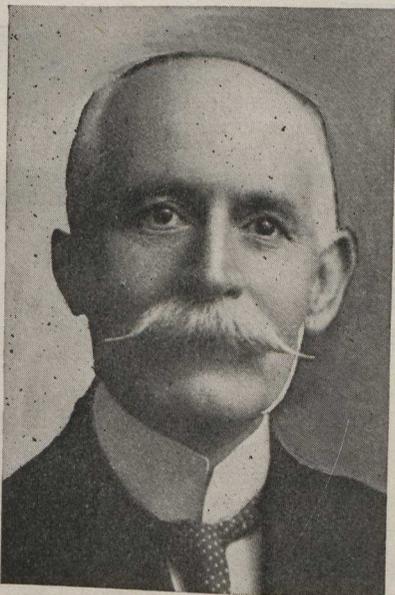
Mr. Wilkie is past-president of St. Andrew's Society, Toronto, a director of the Confederation Life, Toronto General Trusts, General Accident, Fire and Life, Niagara Falls Suspension Bridge Company, Victoria Rolling Stock and Realty Company, is connected with many social organizations

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

Municipal Debentures

Present market conditions make an interest return of **5%**

now obtainable upon High Grade Municipal Bonds usually yielding a much lower rate.

Ask for a copy of our Bond List containing complete particulars of these issues.

Wood, Gundy & Co.

Toronto Saskatoon
London, England

Chief Office for Canada: **TORONTO**
ALFRED WRIGHT, Manager.



IRISH & MAULSON, Limited,
Chief Toronto Agents.

Cawthra Mulock & Co.

Members of
Toronto Stock Exchange

**Brokers
And
Bankers**

12 KING STREET EAST
TORONTO, CANADA

CABLE ADDRESS--CAWLOCK, TORONTO

We have just issued a booklet giving particulars of some thirty different bonds for investment.

A copy will gladly be mailed on request.

Murray, Mather & Co.
85 Bay St., Toronto

THE STANDARD LOAN COMPANY

W. S. DINNICK, Vice-Pres. and Man.-Dir.
Debentures for sale bearing interest at FIVE per cent. per annum, payable half yearly.
Capital and Surplus Assets, \$1,400,000.00
Total Assets, \$2,800,000.00

Write for information.

Head Office: **TORONTO, Canada**