

be necessary to work out the details of so important a merger as this. And, in all probability London will be called upon to do the lion's share of the financing. It may be that when everything is arranged it will transpire that English interests have been investing capital in these two great properties. If so it will be a welcome development. The manufacturing capitalists of the United States have secured a good deal of a lead in the matter of acquiring industrial enterprises in the Dominion; and it will be pleasing if the British now enter the field more energetically.

A HOME PREACHMENT TO THE BRITISH INVESTOR.

In a two-column "sermon" to Old Country capitalists, our Overseas contemporary, *The Standard* of Empire, takes its text from the pages of *THE CHRONICLE*—commending it *en passant* as a periodical that those "who desire to obtain from time to time an insight into financial conditions in Canada might well peruse with advantage."

"Especially," says *The Standard*, "would we endorse the remarks made by *THE CHRONICLE* concerning the vast superiority of 'personally conducted' investment as compared with the system under which the British public has usually handed over large sums for Government loans, but has been chary in the matter of industrial enterprises, simply because in the former case there has been little or no thought exercised, while in the latter instance personal investigation was a necessity."

The difference in this regard between the American and British investor in Canada is accounted for partly by reason of the fact that investors in the United States usually look for securities yielding them from 4 to 5 per cent. and upwards; so that any market for Canadian Government securities is non-existent in the States, and the requirements of the Dominion Government are still met entirely by Great Britain. *The Standard* agrees with us, however, that where the American capitalist shows his alertness to the possibilities of Canada is by personally visiting the country and taking over, or starting, this or that industrial concern, or acquiring lands in various directions on which to erect manufactories, in a manner and to an extent as yet undreamed of by capitalists in the Home Country—although, happily, there are recent signs of awakening. It is recognized that the geographical proximity of Canada and the United States greatly favours operations of this character, as also does the fact that the countries being so similar in many respects, the American is often better able to judge of the chances for remunerative outlay of capital than is the ordinary banker or merchant in the City of London. Still, the distance between

Canada and London, thanks to improved steamship service, is becoming less and less an obstacle.

The Standard shows no inclination to blame Canada for taking a common-sense view of the situation in welcoming capital—from whatever quarter it may come—which develops the country's great resources. There is seen in the existence of scores of American factories throughout the country, "with probably at least £20,000,000 of invested capital offering employment to numbers of the population" (twice that amount would be nearer the mark) "at once a standing testimony, on the one hand, to the benefits accruing to Canada from the importation of capital, and, on the other hand, to the enormous profits which have resulted to those in the United States who have been quick to discern the great possibilities which Canada affords for the profitable employment of capital."

Nevertheless our contemporary is convinced that leaders of commerce and finance in Canada would gladly witness developments in the future in which the feature should be not the further extension of United States, but British enterprise and the importation of British rather than foreign capital. Not only so, but it is also evident that there are already indications of an increase in such personal visits on the part of English capitalists as seem likely to yield practical results in the near future.

"Visits from British, European, and American financiers," *THE CHRONICLE* is quoted as saying, "are being chronicled almost daily by the Canadian Press. Though some of them modestly disclaim any business importance attaching to their jauntings through Canada, we may be excused from concluding otherwise. Undoubtedly Canada is being 'seized up' as never before by Overseas capitalists. And, for the most part, the scrutiny is resulting in favourable judgments. Certainly the continued stream of British capital flowing towards Canada is evidence to that effect."

The Standard deprecates over-emphasis upon the excuse that geographically some advantage must always continue to be on the side of the United States in the matter of easy access to Canada. It calls to mind the vast number of undertakings in such countries as South America, which have mainly owed their origin to the enterprise of those living in the United Kingdom, and well points out that it would be surprising if a country so much nearer at hand, with even greater possibilities, should not appeal irresistibly to those in the Mother Country who will but take the trouble to make the necessary tour of inspection.

THE BANK OF MONTREAL has opened a branch at Outlook, Sask., under the management of Mr. C. P. Colville, formerly accountant at Calgary branch.