

INCORPORATED 1866

# BRITISH AMERICAN BANK NOTE COMPANY LIMITED

ENGRAVERS OF

BANK NOTES, BONDS, STOCK  
CERTIFICATES, POSTAGE AND  
REVENUE STAMPS and all mone-  
tary documents.

The work executed by this Company is accepted  
by the  
LONDON, NEW YORK, BOSTON  
and other STOCK EXCHANGES.

**HEAD OFFICE - OTTAWA**

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No. 2 Place d'Armes Square 701-3 Traders Bank Bldg.

Established 1885

THE

# CENTURY Insurance Co., Ltd.

of Edinburgh, Scotland  
HENRY BROWN, *General Manager.*

ASSETS

Over Five and One-half Millions

Chief Office for Canada

330 Pender St. West, Vancouver, B.C.

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Messrs. Reed, Shaw & McNaught,  
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*General Agents for Ontario*

## DON'T BE AN INDIAN!

Indians always trod exactly in their predecessors' footsteps.  
That made their trail a well-worn rut.

Don't travel in an insurance rut. Don't use the same methods,  
the same arguments, or sell the same sort of policies as your prede-  
cessors and your competitors.

## GET OUT OF YOUR RUT!

Ally yourself with the Maryland, which does things differently — and  
better.

Our new Equity-Value Policy, for example, is unlike any other policy, and  
superior to all of them. It is decidedly "out of the rut." It pays more for the  
everyday accidents that happen oftenest, and doesn't "feature" so-called points that  
only one policyholder out of 800 can hope to benefit by.

It appeals to the average man because it fits his needs. It is backed by our  
national advertising, reaching millions of people monthly. This combination spells  
success to the agent in your town who is alive to the opportunity. Are you the  
man? Write today—mention this paper.

Home  
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**MARYLAND CASUALTY COMPANY**  
**MERITS COMPLETE CONFIDENCE**

Baltimore

THE COMPANY THAT HELPS ITS AGENTS