

TERM POLICIES.

Many life insurance salesmen find a convertible term policy a good one to use where a man is compelled to tide over his affairs with as small an expense as possible during the next few years. Much of this class of business is also secured during times of financial depression and hard times. This kind of a contract appeals also to young men who are just entering business and who have not an income at the present time to purchase high-priced insurance. A few years on the term plan enables them to get as much protection as possible for a small amount of money and then later on it can be converted into another policy. The companies that pay an annual dividend on term policies have a very fine proposition to make from the standpoint of cheapness.

A few years ago, during the stringency, a great deal of term insurance was placed and agents have been busily engaged since that time in changing it over to other forms. This is a good policy to keep in mind for hard times and also to use where it is impossible to close the prospect for another form of insurance. Frequently this form is sold to young married men, who feel they cannot afford high-priced insurance and yet who want as much protection as they can afford. They take a convertible term contract and later on have it changed. One desirable feature is the fact that a man may be in good health now and yet in a few years might not be able to pass a rigid medical examination. He does not have to undergo a new examination with this form of contract, and is thus saved future annoyance.—*Argus*.

A REMARKABLE FIRE EXTINGUISHER.

What is said to be a remarkable fire extinguisher has been invented by a former sergeant of the Northwest Mounted Police, Mr. Walter R. Johnston. According to the accounts of a recent test at Winnipeg, a box 12 feet by six by four was built. The timber used was an inch in thickness and the box was stood on end. It was then filled with three by one slats leaning against the walls of the box. Between these slats was placed a large quantity of excelsior and the whole was then saturated with six buckets of kerosene, coal tar oil and pitch. On top of all this mass of combustibles was thrown more excelsior. Thus packed the little house proved a veritable furnace. This mass was set alight and with a roar the flames leapt to the top of the box, assisted by a west wind. It was allowed to burn for some minutes. After the whole was well ignited Mr. Johnson took an ordinary bucket fitted with his tiny apparatus and from which came a foot and a half of rubber piping and pumped the fluid into the flames. In ten seconds by the watch the flames had gone out as though blown out like a candle. The inventor's secret is said to be in the liquid which cannot freeze and will never go stale and generates a gas of extraordinary power.

Mr. Stanley Henderson, of Vancouver, has been appointed branch manager for British Columbia of the Imperial Life.

For an insurance comparison to the effect of a July sun upon a snowbank, consider the melting away of liability surplus under the requirement of modern reserves.—*Argus*.

FINANCIAL GOSSIP

During September the Canadian chartered banks opened 18 new branches and closed 12, making a net gain of 6 for the month. For the first month in some time a number of new branches were opened in the West.

Vancouver has issued a loan in London this week —4½ per cent. bonds at 95. Underwriters took 86 per cent. Burnaby is arranging an issue of \$250,000 6 per cent. bonds at 98, and new issues by Regina and Saskatoon are also expected shortly.

New Zealand is offering in London £3,500,000 4 per cent. 10 year bonds at 98½ with the option of conversion into stock, which makes the price 97. Canada's recent £3,000,000 loan it will be remembered was at 99. It is now hovering around 7½ discount.

The death is announced at Toronto of Mr. Eugene O'Keefe, for twelve years president of the Home Bank of Canada. Mr. O'Keefe, who had reached the ripe old age of 86, wielded considerable influence in public, commercial and financial circles. His benefactions to religious and charitable objects were on a magnificent scale.

Dominion Coal's September output reached a new record of 406,000 tons. The total production from the collieries for the nine months ending September 30th, shows an increase over the corresponding period last year of 205,000 tons. The officials anticipate an output of 4,756,000 tons for this year, which will be an increase over 1912 of practically 237,000 tons.

London financial critics generally approve the policy announced by Sir Thomas Shaughnessy at C.P.R.'s recent annual meeting of the segregation of special income assets. The *Statist* says:—"The segregation policy is a sound one, but it is unwise to suppose as a result that the Company will give its shareholders a great bonus. It is evident that the policy of the Company is to strengthen and consolidate the system, and to maintain the prosperity of Canada."

Notices are out calling a meeting of the bondholders of the Canadian Cereal & Milling Co., Ltd., for Tuesday, October 28th. The notice states that the meeting has been called for the purpose "of considering the present position of the security of the bondholders, and to give such instructions to, and to authorize such proceedings and arrangements by the trustees as may be thought to be best in the interest of the bondholders, and for the purpose of appointing, if thought advisable, a Bondholders' Committee, and of conferring upon such committee such powers as may be considered expedient, including all or any of the powers which by the Trust Deed the bondholders are authorized to exercise by extraordinary resolution." Canadian Cereal was re-organised only a year ago. It was estimated then that for the year beginning September 1st, 1912, the Company would show a net profit available for shareholders of \$100,000, sufficient to pay the preferred stock dividend and leave a surplus available for the common of \$47,500.