

bituminous coal are below normal, are being depleted, and may not be replenished for some little time to come. Practically no soft coal has come to Canada from the United States since November 1st. Although the soft coal miners have been ordered to return to work, many of them are refusing to do so. The probability, therefore, is that coal production in the bituminous fields will be below normal for weeks, and it can scarcely become normal for many months. In the meantime, the United States can only provide fuel for Canadian requirements in proportion to production.

The quantity of coal received between April 1st and October 31st this year is the smallest recorded for the period since 1915. In those seven months in 1914 imports of bituminous coal amounted to 6,859,000 tons; in 1915 to 5,850,000 tons; in 1916 to 9,289,000 tons; in 1918 to 12,120,000 tons. In the seven months of 1919 only 8,600,000 tons were received or only 70 per cent. of the demand of last year.

In western Canada the fuel situation has been aggravated by several factors. Weather conditions, in the first place, have been exceptionally severe during October and November. Again, shipments of soft coal from the United States for the territory from Regina eastward to the head of the Great Lakes have been below normal. Those shipments amounted to 2,300,000 tons in 1917, to 1,660,000 tons in 1918. This year they have fallen to 1,400,000 tons. Production in the Alberta coal fields, too, has suffered this year as a result of labor difficulties. The railways, in consequence, hauled from the Alberta mines during the summer months only about 50 per cent. of the usual quantity of fuel. They transported last month some 30 per cent. more than in October, 1918. That increase, however, was not sufficient fully to meet the situation and the railways themselves have been hampered by the fact that 15 per cent. of their cars are in the United States, that rolling stock has been needed to move cattle from dry areas in southern Saskatchewan and Alberta to the grass lands of the north, and equipment has been required to move wheat to fill European orders.

In view of the situation Fuel Controller Magrath is calling for rigid economy in the use of soft coal in order that the industries and transportation system of the country may not suffer. The Canadian Trade Commission, exercising the powers which were conferred upon it during the war and which it still has, has prohibited exportation of coal except under license. Exportation of Canadian coal to Europe, which has reached a considerable volume, is to be stopped entirely. Other exports will be controlled. Eastern and western Canadian coal mines where the miners have remained at work, will help, it is stated, to supply requirements of the Atlantic and Pacific coast states and central Canada will receive a certain supply for public utilities and essential industries from the bituminous fields of Pennsylvania and Ohio. To meet all eventualities, however, economy in the use of bituminous coal will be necessary throughout the Dominion.

TRAINING LIFE AGENTS

USEFUL hints on locating and training life insurance agents were given at a recent convention of the "Excel" Club by T. Price Thomas, who represents the Excelsior Life in northern Saskatchewan. "There are three general methods of locating new agents," he said: "personal canvass, circularizing and advertising. Personally looking for salesmen is not unlike soliciting business. The general agent should go over his list of prospects for insurance and his acquaintances, and select from among them those whom he believes would make salesmen, personally soliciting them to come into his company's employ, showing them the advantages of so doing, just as he would demonstrate the advisability of taking a life policy.

"Every community has at least one man who has the character, ability and energy necessary to make a success in the insurance business. The problem is to find him. Good

agency material can be found among public school teachers, travelling salesmen, business men (who have sold out), municipal secretaries, brokers. Some of our biggest producers are men who had never thought of writing life insurance until the possibilities of the business were put before them. The ranks of women are full of good salesmanship material.

"Having spent time and money securing a new agent, every possible effort should be made not only to develop him into a large producer, but also to retain his services should he prove a success. Induce new agents to give part of their time to the work until they have demonstrated that they can or cannot succeed. This is simple, inexpensive and thoroughly practical.

"The new man should not be started out with a rate book and a few applications and have to trust to luck, but should be thoroughly instructed in the different forms of policies of the company, particularly the ordinary life, twenty-payment life and twenty-year endowment plans, also explain our application forms and premium settlements. Instruct your new agent to pay special attention while you are soliciting each applicant, and, before finally leaving him to his own resources, give him an opportunity to write his first application after you have made sure of the business. Stay with your agent until you have closed a good batch of applications, and plan everything necessary to make him enthusiastic.

"It is just as unwise for a general agent to fail to properly cultivate his new agent as it is for a farmer to neglect cultivating the crop which he has planted. Don't appoint men faster than you can train and develop them. Train them so that they will fit into the organization and add force to it. The cost in time and money of adding new material is too great to be wasted by improper development. Grow intensely. Grow slowly, but grow surely."

CANADA'S RESOURCES MUST BE CONSERVED

THE natural gas supply at Bridgeburg, Ontario, which for many years has furnished the vicinity with light and heat, is falling off. This is not an exceptional instance of depleted resources in this country, illustrating that our prosperity has been built too much upon the using up of the gifts of nature, rather than upon current production. A serious warning to the government and people of Alberta regarding the use of natural gas for power development on a large scale is contained in a report on "Power in Alberta," which has just been issued by James White, M.E.I.C., assistant to chairman, Commission of Conservation. Mr. White refers to the great value of this natural asset, pointing out that at a cost of 19 cents per thousand it compared with \$1 per thousand in Toronto—the lowest figure on the continent for coal gas—and at the same time had a heating value 75 to 100 per cent. greater. However, attention is called to these features of the situation:—

"Owing to its unique characteristics, its special adaptability for various purposes, and the possibility of its rapid exhaustion, natural gas should be zealously conserved for use in its sphere of greatest efficiency. In my judgment, this sphere is not the development of power on a wholesale scale." Mr. White also deals with the development of water powers with coal steam plants as an auxiliary to solve the power problems of the province.

Before entering the milk business, the city of Winnipeg should examine the results of Toronto's experiment in the meat business. From the city's civic abattoir, which has been operated since August, 1914, a deficit of almost \$300,000 has resulted, and no provision is made for sinking fund. The property is exempt from taxes, and if privately owned would pay about \$20,000 a year to the city in taxes, whereas it now costs the city about \$80,000 a year.