

LIFE UNDERWRITERS TO MEET

Big Convention Will Be Held in Toronto in September—
Subjects for Discussion

Arrangements are well under way for the ninth annual convention of the Life Underwriters' Association of Canada, to be held at Toronto on September 8th, 9th and 10th. Despite the prevailing spirit of economy, due to war's events, a large attendance of insurance field men from all parts of Canada is expected. The man with the rate book knows that the value of life insurance during these strenuous times is being recognized far more than in normal times. The prospects of getting further business from existing policyholders and writing new business in new spheres of activity, are therefore good. The field man knows what a fund of valuable information he will obtain at the convention and will therefore be on hand in good numbers.

Subjects for Discussion.

The main subjects for discussion at the convention are as follows:—Getting prospects; conservation of time and ability of soliciting agents; old policyholders and introductions; daily and weekly reports; income insurance versus insurance payable in one sum; new fields for life insurance; the public attitude towards life insurance; encouragement of thrift; lectures in secondary, commercial schools and universities; commission for permanent and whole-time men only; renewals and pensions; keeping business on the books; should loan clauses be eliminated?; provincial license laws; historical sketch of the underwriters' movement; legal advice for agents; evolution of a policy; salesmanship; and the head office and the field staff.

Several prominent speakers will address the convention, including Sir George Foster, Mr. H. M. Willet, of Atlanta, Ga., Mr. H. C. Cox and others. Special railroad rates have been arranged for the delegates.

Convention Committees.

The Toronto branch of the association, under the presidency of Mr. Peace, is working with a zest to make the convention a success. The following convention committees have been appointed by the Toronto association:—

Reception and entertainment: Geo. H. Hunt, chairman; D. J. Scott, vice-chairman; A. G. Ramsay, Wm. May, D. Roberts, Frank Gadoway, F. G. Hassard, Dr. W. G. Wood, J. S. Howell, W. B. Peace, C. M. Home, W. G. Smith, C. H. Foxlee.

Registration: N. H. Bastedo, chairman; T. B. Parkinson, R. T. Faircloth, W. E. Nugent, O. A. Harper, M. D. Johnson, J. H. C. Graham.

Hotel committee: F. G. Hassard, chairman; J. M. G. Thayer, M. E. Manning, R. S. Richeson.

Banquet committee: J. B. Hall, chairman; D. J. Scott, Geo. H. Hunt, F. T. Stanford, J. L. Purdy, L. J. Lugsdin.

There is also a special committee composed of Messrs. L. J. Lugsdin, R. Pratt and J. G. Taylor to look after the welfare of the ladies.

WAR ORDERS FOR CANADA

Referring to Canadian reports that the Imperial authorities in the placing of war orders are discriminating against Canada, the London Times says it understands there is not the slightest grounds for such apprehension. The newspaper adds that David Lloyd George, the munitions minister, is to discuss the whole question of munitions with Sir Robert L. Borden, the Canadian Premier, and there is every reason to suppose that Canada will get all the orders that can possibly be put in her way.

The supposition that David A. Thomas, representing the British munitions department in the United States, is placing orders through American middlemen is unfounded, according to the Times, which says Mr. Thomas is in a position to deal independently of J. P. Morgan and Company, and that he is doing so.

The *Monetary Times'* estimate of the value of war orders, published in these columns on July 9th, placed the amount at \$394,000,000 to date. Sir George Foster, acting premier, in an interview subsequently, stated that the value "was, roughly, \$400,000,000."

CANADA'S NATIONAL EXHIBITION

The Canadian national exhibition will be held at Toronto as usual during the last week of August and the first week of September. This is the thirty-seventh year of the exhibition. It came into existence in 1879 and has been run continuously ever since. The amount given in prizes the first year of the exhibition was \$17,000. This year over \$60,000 will be distributed. In 1913 over 1,000,000 people visited the exhibition. Last year over 800,000 passed through the gates. This year is expected to show an increase. The record for a day's attendance is 154,000, reached in 1913.

The grounds of the Canadian National Exhibition are owned by the city of Toronto, but the exhibition is carried on by a board of 25 directors, eight of whom represent the city. The grounds comprise 264 acres and extend for 1½ miles along the waterfront. Except at fair time the grounds are used as a public park.

SIXTEEN BILLIONS OF WAR LOANS

The largest financial operation in history has just been completed, says Mr. Henry Clews, of New York, and its effect upon the New York market, the only free market of importance for the time being, proved quite inconsequential. The successful placing of the \$3,000,000,000 4½ per cent. British loan will go down into history as the most remarkable financial achievement on record. The previous British war loan was \$1,750,000,000, making a total of \$4,750,000,000 since the war began. During the same period Germany has issued loans amounting to \$3,500,000,000. The total amount of loans issued by all the allies is estimated at \$10,000,000,000, while the total issued by all belligerents is placed at about \$16,000,000,000. These are figures almost beyond human comprehension. Considering the size and circumstances, the British loan was subscribed with remarkable promptness, much more promptly than has been the experience of other nations.

CANADA-BRITISH TRADE

The following are the official figures of trade between Canada and Great Britain in the undermentioned articles during June, according to a Canadian Associated Press message.—

Imports from Canada.

	June, 1915.	June, 1914.
Wheat	£1,340,475	£1,116,692
Wheatmeal and flour	338,884	168,701
Barley		130,669
Oats	24,675	128,462
Bacon	291,480	100,421
Hams	44,467	31,219
Cheese	466,121	262,200
Canned salmon	109,372	6,810
Canned lobsters	19,006	39,242

Exports to Canada.

	£	30,882	£	53,040
Spirits	3,984		3,152	
Wool	1,791		6,109	
Pig iron			1,102	
Wrought rails	21,593		27,629	
Galvanized sheets	5,513		5,227	
Tinned plates	4,909		13,481	
Steel bars	1,024		3,164	
Pig lead	5,574		8,252	
Cutlery	2,394		8,588	
Hardware				

Should the farmers of the Lethbridge district deem it wise this fall to contribute to the more orderly marketing of grain by stacking their wheat, they should receive whatever assistance in a business and financial way the business men of Lethbridge can give them. This was the consensus of a gathering of bankers, wholesalers and implement dealers at a recent meeting at Lethbridge at which the whole matter of marketing of grain, and what assistance was necessary for the farmer in aiding him to adopt the policy of grain-stacking was threshed out.