

BRITISH COLUMBIA CONDITIONS IMPROVING.

Supplementary to the reports recently published by the Canadian Northern Railway of a trade survey of Canada conducted by that company, is a report on trade conditions in British Columbia. It is evident in the new report that the war in Europe was not the entire cause of the business depression, from the effects of which the people in the coast province are now recovering. Representative business men from Vancouver and Victoria almost unanimously advance the opinion, that speculations of the boom period in real estate, account for the greater portion of their troubles. They add that the European conflict has had the effect of complicating conditions of trade, but contend that the slowing down of provincial commerce may justly be attributed to the economies British Columbians were forced to resort to in order to meet the payments for the real estate they had purchased long before, in the hope of obtaining a prompt and excessive profit. But it also seems from the reports, that the days of discipline have resulted in the formation of a new perspective towards business generally, and the revival which now appears to be imminent will find a people without illusions and with a more intelligently directed courage waiting to take advantage of its opportunities.

WAR AND LUMBER INDUSTRY.

In British Columbia, the worst effects, commercially, of the war overseas, have been experienced by the men engaged in the lumbering industry. The demand for building material from the people in the Prairie Provinces fell off sharply almost immediately after the outbreak of hostilities, and has not yet returned to its former volume. This undoubtedly adversely affected a number of smaller operators, or at least those enterprises lacking adequate backing, but the larger concerns which were well financed have been able to easily weather the re-adjustment period. At present, it would appear that the mills in British Columbia would be doing a much larger business if ships were available to move the product to its destination. A shortage of bottoms as a matter of fact, appears to be the chief handicap. While prices have eased off somewhat, the shrinkage has been taken up, possibly more than taken up by better, and what a manufacturer describes as "more tractable," labour. A remedy for the price trouble is being sought in plans for the organizing of a central selling agency, similar to that operating in the State of Washington.

The credit situation in the province is improving and it seems to be the general opinion that obligations have been well met when conditions are considered. Lumbermen report that their collections are satisfactory. The weaker dealers are not in the market to any extent, and the stronger firms are able to meet demands made upon them.

The Department of Agriculture for British Columbia, reports by wire that the agricultural situation is distinctly encouraging, and that weather conditions are favourable for growth. Increases are reported in land clearing, and in the areas devoted to crops of all kinds. The tendency appears to be for city people to exchange town properties for farm lands, and many appear to be anxious to leave the town and engage in agricultural work. A large increase in production is looked for in the next few years.

FAVORABLE WESTERN GRAIN OUTLOOK.

A new bulletin issued by the Census and Statistics office at Ottawa this week gives an exceedingly favorable account of the condition of the Western crops. To wheat, rye, barley and oats are all assigned points exceeding 90 per cent. of a standard of 100 as representing a full crop. Assuming that conditions up to the time of harvest be fairly normal the indications at the end of June are for yields per acre in excess of the average of the six years 1908 to 1914 by 16.6 per cent. for fall wheat, 5.5 per cent. for spring wheat, 8.3 per cent. for all wheat, 7.5 per cent. for rye, 3.7 per cent. for barley and 3.6 per cent. for oats. Not since the present Canadian crop reporting system was instituted in 1908 have the grain crops at the end of June presented so favourable an appearance.

The area under wheat is reported as 12,986,000 acres, which is nearly 18 per cent. more than the area sown last year.

LIFE INSURANCE FOR MORTGAGES.

Men owning their own homes are universally conceded to be our best citizens. It is an indication of thrift. It shows that the man believes in himself and is hopeful of the future. It fosters a healthy family pride. The attitude of the mind toward life of such a man furnishes the best possible ground for the life agent to cultivate.

This is peculiarly true of those men who have bought their homes by paying only part cash and the balance by mortgage. The mortgage stands for the money the man is going to earn if he lives. He must live to earn it.

The life insurance policy capitalizes the earnings at once. It says, "I guarantee that you shall accumulate this number of thousands of dollars." It is immediate, it is absolute, it is contingent on nothing except the payment of a small premium. Coupling the insurance policy with the mortgage makes a safe and sane proposition. The man has insured his home to his family.

No bank would loan upon a house unless that house were insured against destruction by fire. From the standpoint of wife and children there is even greater reason that the debt on the home should be protected for fear the only one capable of paying that debt should not live long enough to do so. Get the policy back of the mortgage guaranteeing to wipe it out if death intervenes.—*E. S. Gordy in Excelsior Life Banner.*

GIANTS OF LIFE INSURANCE.

According to the Insurance Press, the latest annual statements of life insurance companies of the United States bring out the fact that no fewer than 24 of these organizations have insurance in force of more than \$100,000,000, and ranging upward from that sum to practically \$3,000,000,000. By a singular coincidence the companies fall into groups of three or a multiple thereof, so that their relative size is strikingly displayed as follows:

- Three with over \$2,000,000,000 in force.
- Three with over \$1,000,000,000 in force.
- Three with over \$500,000,000 in force.
- Six with over \$250,000,000 in force.
- Nine with over \$100,000,000 in force.