

PELLATT & PELLATT

(Members Toronto Stock Exchange)
401 Traders Bank Building, Toronto

BONDS AND STOCKS
also **COBALT STOCKS**
BOUGHT AND SOLD
... ON COMMISSION ...

Private wire connections with
W. H. GOADBY & CO., Members
New York Stock Exchange.

A GUIDE TO INVESTMENTS

If you hold Bonds or Stocks, or are contemplating making an investment in either you will find our booklet "INVESTORS' REFERENCE" contains information which will increase your investment knowledge and prove of value to you. We shall be pleased to mail a copy without charge.

Write for Booklet No. 37.

A. E. AMES & CO.

INVESTMENT BANKERS LIMITED

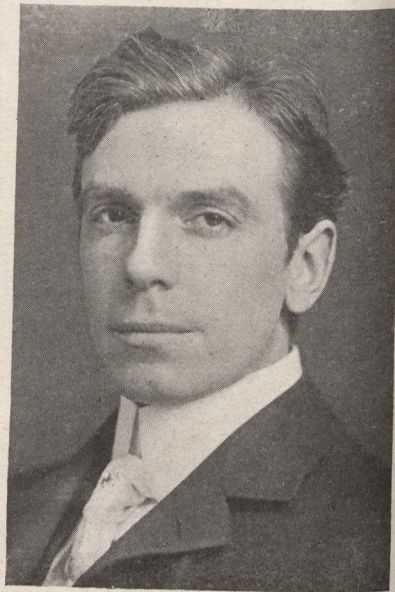
7 and 9 KING ST. EAST TORONTO

MONEY AND MAGNATES

A YOUNG MONTREALER WHO
MADE A MILLION BEFORE HE
WAS THIRTY YEARS OF AGE.

THE other day the name E. Mackay Edgar, London, Eng., was written in large, bold letters across the register of the Windsor Hotel at Montreal and the mention of the name brought to mind one of the most interesting stories of a young Montrealer who by his own endeavour had become a millionaire while he was still within hailing distance of the thirty-year mark.

"Mackay" as he is more generally known, was on one of his frequent flying visits to Canada in the interests of the firm of Sperling & Co., the prominent London bankers, of which he is a member. It was only a few years ago that young Edgar was a struggling insurance agent and stock broker in Montreal, but once he got going along the road to success he went at an awful pace and in a few years had accomplished a task that made even the quiet old bankers sit up and take notice of what was going on about them. Things kept on happening so fast with "Mackay" in connection with enormous sales of the securities of the Mexican Light and Power Company, the Mexico Tramway Company and the Rio de Janeiro Tramway, Light and Power Company, that the first thing his confreres on the Montreal Stock Exchange knew was that he had not only succeeded in getting the support of such a prominent London banking house as Sperling & Company to take a very substantial interest in the very promising concerns he was identified with, but that he had become a member of the firm and that, in the future, it was its intention to pay particular attention to things Canadian. And, as was quite natural, all this time Mackay saw to it that Mackay was being well looked after with the result that in something like six years from the time he had started out to sell Mexican Power bonds to almost every man he met on the street, even a conservative estimate of his personal fortune was well above the million mark.



Mr. E. Mackay Edgar.

And the funny part about it all was that young Mackay Edgar never seemed to have more than ordinary business ability. Somehow he seemed to devote about as much time to amateur theatricals as he did to his business and even at that he was a pretty fair actor. What is more, he has never quite ceased to be the actor on or off the stage, evidently reckoning that the whole world is a stage on which every man must play his part. Over in London, Edgar has the reputation of doing in a day as much as even big brokers contemplate doing in a month, and it is even said that within three days and without any assistance whatever he managed to gather together for a syndicate as much as \$5,000,000 in order to permit of the Mexico Tramways Company securing a lease of the Mexican Light and Power Company and to pay off at once the heavy indebtedness of the Power Company to one of the leading Canadian banks.

* * *

FINANCIAL INTERESTS GET TOGETHER AFTER BITTER FEUD.

IT was certainly very gratifying to see the rapid manner in which the leading interests of the Dominion Coal Company and Dominion Iron & Steel Company made up friends again, in order that they might all co-operate together in working out the new Canadian Steel Corporation to a successful issue.

High financial circles in Canada had perhaps never seen such a bitter feud, as existed between some of the leading interests in both these companies during the long period in which the strife between the two companies worked its way through the various courts until finally it reached the Privy Council. Considering the fact that the men on both sides were to a very large extent working in the best interests of their respective shareholders, it was rather surprising that there should have been so much personal feeling displayed on both sides, and yet, when the fight was over and finally won and lost, there was a disposition on both sides to lay aside all personal feeling and to adjust all matters on a straight business basis.

But it has rather been in the more recent negotiations, tending to the merger of the two companies, that the leading interests gave such a nice example of broadmindedness and of that spirit which makes bygones bygones and permits of all the interests getting close together and working shoulder to shoulder towards the common good of all their shareholders. Naturally, of course, till such a situation was finally reached, there were quite a number of delicate incidents that had to be smoothed over very tactfully. For instance, when it became an assured fact that the two big companies would come together in one big corporation and that the Dominion Steel interests would dominate the latter through the purchase of the very large holdings of Mr. James Ross in the Coal Company, a great many people wondered just how the officials of the Coal Company would deal with the interests that they had been fighting for quite a few years. By far the greater number of people rather expected that they would resign and leave the Steel interests to work out the Coal proposition to the best of their ability. But such was far from being the case. For instance, Mr. Plummer as president of the new consolidation intimated to Mr. Ross that he desired that Mr. F. L. Wanklyn, vice-president of the Coal Company (who has been somewhat of a managing-director for a number of years past) should continue to act in the same capacity as he had under Mr. Ross. On the other hand, Mr. Wanklyn, although possessed of a comfortable fortune that would warrant his no longer retaining such active participation in the concern, right at once intimated that he would be only too pleased to give the new interests the full benefit of his long and practical experience and do all he possibly could in helping the new concern out to a successful issue. Mr. G. H. Duggan, the general manager of the Coal Company, took a similar view of the situation, and although he

National Trust Company

18-22 King Street East, Toronto

LIMITED

Capital, \$1,000,000.00
Reserve 550,000.00

BOARD OF DIRECTORS

President—J. W. Flavell. Vice-Presidents—Z. A. Lash, K. C.; E. R. Wood and W. T. White.
Hon. Mr. Justice Britton
Chester D. Massey
Cawthra Mulock
H. M. Molson, Montreal
H. H. Fudger
William Mackenzie
Hon. Geo. A. Cox
Elias Rogers
Jas. Crathern, Montreal
Alex. Bruce, K. C.
H. B. Walker, Montreal
Alex. Laird
Geo. H. Watson, K. C.
Robt. Kilgour
H. S. Holt, Montreal
E. W. Cox
A. E. Kemp
J. H. Plummer

HEAD OFFICE FOR CANADA - MONTREAL

WM. MACKAY, Gen. Manager. J. H. LABELLE, Asst. Manager.



Maguire & Cannon
GENERAL AGENTS

Office: "Royal Building," 27 Wellington St. E., TORONTO
Telephones: Main 6000
Residence, North 3571 and M. 978.

A MOST DESIRABLE CHRISTMAS GIFT

Cut out the worry and send a

**DOMINION EXPRESS
MONEY ORDER OR
FOREIGN DRAFT**

and afford the recipient an opportunity to purchase that which he or she most desires.

If time will not permit the mailing of a money order or Foreign Draft send a

**TELEGRAPHIC OR
CABLE TRANSFER**

Money Orders and Foreign Drafts may be purchased at hundreds of regular and branch Agencies throughout almost every city, town and village in Canada, and are

PAYABLE EVERYWHERE

GENERAL OFFICES - TORONTO

Lorsch & Gamey
LIMITED

Members Standard Stock and Mining Exchange.
**COBALT STOCKS
A SPECIALTY**
36 Toronto Street
TORONTO

The Hamilton Steel and Iron Company

LIMITED

PIG IRON

Foundry, Basic, Malleable

FORGINGS

of every description

High-Grade Bar Iron

Open Hearth Bar Steel

HAMILTON - ONTARIO

Our Subscribers

will confer a favor by reporting promptly any failure in the delivery of their copies of the Canadian Courier. City subscribers should receive theirs by not later than Friday Evening.

Out of town readers may assist by kindly giving the number on the label.

CIRCULATION DEPT.