

Apart from the immensely profitable occupation of the cultivation of cereals, which has been extensively advertised in Great Britain and elsewhere by the Government and railways, and forms the greatest wealth-producing factor in the West, the investor who is prepared to assist his capital by personal effort, will find almost limitless opportunity in mixed farming, dairying and market gardening. The agriculturists are largely engaged in the cultivation of wheat, and the rapidly increasing population demands more and more fresh vegetables; more milk, butter and cream; more poultry and eggs; more beef, mutton and pork. Indeed, so great has the demand become that a remarkable state of affairs exists to-day in the capital of Manitoba. Situated in the Red River valley, the soil of which is noted for its richness, Winnipeg annually imports or receives from Eastern Canada thousands of dollars worth of these comestibles. The Western Canadian demand for many years will continue to grow faster than the supply of these products, the producing of which forms an extremely profitable industry in which comparatively few are engaged.

STORAGE OF FUEL AT PANAMA

Coal and Oil Facilities Will be Provided for Government and Companies' Usage at Terminals

The United States government will set aside special areas for the storage of coal by individuals or companies, and as a duplication of plant is believed to be unnecessary, these areas will be served by the government coal-handling machinery which it is proposed to erect at Cristobal and Balboa, the Atlantic and Pacific entrances to the Panama Canal.

It is stipulated that the plant at the former port shall be capable of unloading 1,000 tons and loading 2,000 tons per hour. The Balboa plant will unload 500 tons and load 1,000 tons per hour. This machinery will serve the area set aside for individuals and companies with the same effectiveness as the government storage basin, reports Mr. J. R. Murray, the acting British Consul at Colon. By this arrangement the necessity for dredging, wharf construction or purchase of coal-handling machinery by private owners will be obviated. It is expected that the cost of taking coal in and out of storage, and of the wharfage facilities thus made use of, will be apportioned at a reasonable price per ton to all individuals and companies alike on an equitable basis. For the area to be occupied by private coal piles a rental basis upon the cost of fitting up the area for such private storage would have to be charged in addition.

Vessels requiring bunker coal will load in mid-stream from barges which will have been loaded by these plants. Colliers will discharge alongside the wharves.

Oil Storage at both Terminals.

After the completion of the coaling plants, piping and pumping plants for oil will be installed at both terminals. Oil companies and dealers will be allowed to obtain a revocable licence for land on which to construct oil-tanks and to run pipelines to the oil wharves and pumps, which will be used for all vessels alike. This, it is thought, will render unnecessary the exclusive occupancy or assignment of any water frontage at either terminus of the canal to an individual or company. A uniform rate per barrel of oil will be charged for pumping to and from the water front to the tanks.

A pipeline for oil transportation across the Isthmus will be laid. The ownership thereof will be in the United States, and it will be considered a common carrier available for use by all individuals and companies on an equal basis at an equitable charge. This will tend to reduce the selling price of fuel, and will place all companies on the Isthmus on a uniform basis.

Beginning of Nineteen Fifteen.

It is hoped to have these plants fully working before January 1st, 1915, and in the meantime suitable temporary arrangements will be made for the supply of fuel to shipping using the canal.

Any taxes levied in connection with private coal and oil plants will be fixed with the object of reducing unnecessary duplication of plant, and encouraging the carrying of large stocks of coal and oil. There will be a tax, based upon the cost of improvements, probably amounting to 1 per cent. per annum, on such cost. In addition, a tax of about 1 per cent. on the sales of coal and fuel-oil by individuals and companies will be levied. This tax will probably be $1\frac{1}{4}$ cent ($\frac{1}{4}$ ¢) per barrel of oil, and 5 cents ($2\frac{1}{2}$ ¢) per ton of 2,000 lbs of coal. All companies or individuals applying for coal and oil privileges on the Isthmus must furnish satisfactory evidence to the canal authorities of their ability, financial and otherwise, to conduct the business they wish to undertake.

VALUE OF LIFE INSURANCE

XXII.

How to Make Money

BY C. A. HASTINGS.

Take the example of a man who has no capital, but is in receipt of a good salary—his capital is his earning power. There are many such men who have little beside their income and though I have endeavoured to point out in my previous articles, man's responsibilities, it is unfortunately true that many a man gambles on:—

1. His own premature decease.
2. Proper education of his children.
3. Danger of his family becoming dependants on others.

It may not be out of place to recall here that well-known idiom:—"In the old days it was the gambler who took assurance, nowadays, it is the gambler who does not." Nevertheless, the man who is drawing a good salary can easily save sufficient to provide:—

1. For his family in event of death.
2. Capital to supplement his pension.
3. A start for his children in the world.
4. Earlier retirement for himself.

One Thousand Dollars per Year.

As an illustration take the life of a healthy man, aged thirty, who can buy \$20,000 twenty-year endowment with profits policy for an annual premium of \$1,000. It is fair to assume that if he bought some security he would probably be liable to income tax, which would amount to say \$50 a year, so that in twenty years \$19,000 has been paid for \$20,000 protection. Now then apart from the fact that he is worth \$20,000, the moment he has made his first payment, and also the guarantee against non-depreciation of capital, bonus additions of \$6,000 may be added. The result at age fifty is \$26,000, or a profit of \$7,000, over and above annual instalments spread over twenty years.

Most men will agree that \$25,000 cash will leave their wives out of reach of want, and the illustration given indicates how a salaried man can acquire capital at a profit. Some persons may argue that a premium of \$1,000 a year is a lot of money to "spend," but they can gain the same benefit for age fifty-five by "putting aside" \$800 per annum, or \$680 per annum for age 60; and profits would increase proportionately five or ten years, as the case may be.

Applicable to All.

Although the example I have taken is for a man whose salary is a good one, the same principle applies to every one of us, whatever may be the size of our yearly incomes, so no reader can put this idea on one side on the ground that he could not afford it. Looking at it from any view-point you like, socially, individually, or financially, this article would be defeating my object if the principle did not apply to everyone.

The following articles in this series have already appeared:—

- (1) March 1st—How to become one's own master.
- (2) March 8th—How depreciation of assets can be met.
- (3) March 15th—How to borrow at a profit.
- (4) March 22nd—The automatic production of capital.
- (5) March 29th—How to redeem debentures.
- (6) April 5th—Value of goodwill and how to preserve it.
- (7) April 12th—How to protect capital in land, etc.
- (8) April 19th—Short-term policies.
- (9) April 26th—Endowment policies.
- (10) May 3rd—Single premium policies.
- (11) May 10th—The policy for the professional man.
- (12) May 17th—A life policy as collateral security.
- (13) May 24th—Lucrative investment.
- (14) May 31st—Partnership protection.
- (15) June 7th—Home versus commerce.
- (16) June 14th—Policies that are cheapest and best.
- (17) June 21st—Higher education for children.
- (18) June 28th—Relations of partners, active and sleeping.
- (19) July 5th—Death duties and assurance.
- (20) July 12th—Provision for daughters.
- (21) July 19th—Endowment insurance versus Consols.

Regina business men have organized a company to erect a flax mill with a capacity of 1,000 bushels of flax per day. It is intended to have the mill ready to handle flax this fall.