

This is one instance of an attempt to stamp out an evil by over-zealous, and, therefore, unworkable law-making. You cannot extinguish a big fire by blowing on it, whatever be the strength of your lungs. Similarly, the canker of life insurance cannot be cut away by a too keen legislative knife.

The whole situation may be summed up by the oft-repeated word—publicity. If we have publicity, the man in the street will know almost as much as the director. There is no reason why this great business should be surrounded by an atmosphere of mystery. That is a wrong principle altogether. It is a factor which has accomplished a great deal of harm to the work. It has prevented the man to whom life insurance caters from purchasing the wares of insurance companies. If waters are obscure, if their depth is unknown, if there is mystery surrounding them, the swimmer hesitates. The same applies in business. A man must know largely something of the benefits, of the scope, of the enterprise with which he proposes to become associated. The first Canadian life insurance convention has been a success. Its organizers are to be congratulated, and they may attribute their success largely to the welcome publicity which accrued from the gathering.

THE SENSITIVE GIANT.

You may do much good, your feelings may be kindly, but there is sometimes someone in the Western country who will detect ulterior motives in your good wishes. Western Canada is a great country. It is strong; it is prosperous; it is growing. But it is acutely sensitive.

The Monetary Times, in its issue of August 10th, spoke of the lull in Western real estate. It quoted men whose very life is wrapped up in the development of the three prairie Provinces. And these men told us that the quietness in land speculation had come at an opportune time. We purposely refrained from voicing Eastern Canada. We talked of the West; we quoted Western men.

Two interesting communications have reached us. One is an article which appeared in the Saskatoon Daily Phoenix. The other, a letter from a Western real estate man. "The current number of the Monetary Times," says the Saskatoon journal, "voices the views of the Canadian banking interests, and by way of extenuation of the policy of withdrawing capital from the West and financing New York gambling enterprises, this financial oracle passes mild strictures upon Western Canada, which are neither fair nor true. The keynote of the article is a suggestion of the insecurity of Western enterprises, which seems strangely insincere."

Here is an extract from the article complained of in the Monetary Times:—

"Perhaps there exists no better field for investment in real estate than in Western Canada. But the art of discrimination must never be lacking. The country is unanimous in its desire for Western development—quickly, but at the same time strong."

Here is part of the letter of the Western real estate man: "Here we are going through a period of considerable depression on account of the tremendous pressure that is being brought to bear by the banks on their customers, one and all. I am satisfied, however, that the lull will be of untold benefit, and while it may hit some people pretty severely, in the meantime it is a step in the right direction, and had to come sooner or later."

The Saskatoon Phoenix puts the case rather too strongly when it talks of withdrawing capital from the West and financing New York gambling enterprises. The bankers of Canada have now one thought—the financing of the crop movement. Almost all interests are sacrificed for the sake of garnering Western Canada's wheat and grain. Many millions of dollars have

been placed in New York by the Canadian banks. The wisdom of this procedure will be apparent when failure—perhaps crop failure—overtakes the country, as it must do one day.

It is very inconvenient to be kept short of money. The schoolboy feels it as keenly as the captain of industry. On the other hand, it is better to feel the pinch in a mild form rather than to be reckless and extravagant now and suffer a severe setback later on. Eastern Canada, so far as the money supply is concerned, is suffering almost as much as the West. It will suffer more. In a few weeks, millions of dollars must be circulated in Manitoba, Saskatchewan, and Alberta. The Monetary Times has always assisted Western development as far as possible. It sounded a warning note, because it desired to help, not to hurt.

When a man, whose bread and butter is paid for by the receipts from real estate sales, tells you that the result of the present lull will be an untold benefit, it is time that some of our Western journals consulted authorities in their own country.

The West is all right. Nobody desires to decry its remarkable development and its undoubted future. The whole country is proud of its Western cities, such as Winnipeg, Calgary, Edmonton, and a dozen others. It is the rich soil in that country which is attracting thousands of Canadians which are to be. It is doing the greater share in making the twentieth century Canada's. But the best friends of the West say that the present time is the resting time. Surely this is advice not difficult to follow. After the great spurt in industrial and other enterprises it is only natural that a lull should come previous to bigger and better growth and development.

MORE BRITISH CAPITAL.

One result of the visit to Canada of the British newspaper men will be the influx of British capital to Canada. This is the natural consequence of the publicity work which the visitors will accomplish. The trip of a few British newspaper men may appear of but passing importance. But their writings will be read by hundreds of thousands of readers in all parts of the British Isles. Again, each writer is an experienced and well-travelled man. All much appreciate the hospitality accorded them throughout the Dominion. They are grateful to the Canadian Pacific Railroad Company for transportation and other facilities afforded them. But one thing is certain, the extent and heartiness of their welcome in Canada will not in the least affect their write-up of the country.

"We know very little about the Dominion," said one member of the party, "and we have come to learn. We want to know the truth about Canada."

The visitors were pleasantly surprised at the appearance of the Canadian city, at the extent of the country's resources, at the possibilities of the future, possibilities which await the advent of the new citizen and new capital.

According to an article in the Quarterly Review, between 1897 and 1906 the British capitalist contributed nearly a billion dollars towards the development of the Dominion. This is a goodly sum, but the average amount per annum is not sufficient from Canada's point of view.

In 1906, Great Britain had invested abroad a total sum of £3,150,000,000, or something like fifteen billion dollars. What we may call the formal investments are as follow:—

	Nominal Amount.	Market Value.
America	£1,167,800,000	£1,170,300,000
Africa	468,700,000	535,400,000
Asia	436,500,000	451,300,000
Australasia	346,100,000	347,700,000
Europe	201,500,000	205,200,000
	£2,620,600,000	£2,709,900,000

August 24, 1907.

Thus we have a nominal amount and a market value of more than the

The figures given to British investors are:—

	Nominal Amount.
Government stocks.....	£ 45,000,000
Railways	164,000,000
Corporation stocks, banking, financial, land, etc.	16,100,000
Mines	2,800,000
Miscellaneous	24,000,000
	£251,900,000

The nominal amount of Canadian investments, \$1,224,234,000, its actual market value, 264,000.

Nine years ago, or in 1897, the investments in Canada were:—

	Nominal Amount.
Government stocks....	£ 33,000,000
Railways	89,000,000
Corporation stocks, banking, financial, land, etc.	11,800,000
Mines	800,000
Miscellaneous	6,000,000
	£140,600,000

There was, therefore, an increase of our borrowings of £111,000,000, or a value of £145,000,000. These figures show that in 1897 the actual value of our investments in British capital fell short of its face value by 30 per cent. South Africa at that time had invested capital to the extent of £217,100,000, while this had the large market value of an appreciation of 108 per cent. At the same date aggregated nominal, and £353,000,000 in market value. The nine years under review the British invested in Canada \$535,000,000, in South Africa \$800,000,000, and in Australasia \$1,224,234,000. British were compelled to invest heavily to protect their previous investments whose British borrowings ten years ago were 10 per cent. of those of Australasia, during the nine years of British money have gone to £1,224,234,000. This is an interesting point.

British investments in Australasia and South Africa total £346,100,000 and £383,300,000, values being £347,700,000 and £449,500,000, respectively. That Canada secured a smaller amount of money than was received by the two other countries Britain over seas is at once evident. A comparison of the investments in the three countries is as follows:—

	Nom. Amt.	Market Value.
South Africa ..	\$1,862,838,000	\$2,449,500,000
Australasia	1,682,046,000	1,949,500,000
Canada	1,224,234,000	264,000,000

The amount invested in the United States is more than double that placed in Canada. The disparity between the population and the amount of capital in the two countries. The nominal value of the capital in the United States is £449,500,000, an advance of 108 per cent. on the nominal value of £416,000,000.

The Monetary Times took the opportunity of the London men's opinion of Canada to field. Invariably the reply was the same: "lent one. Where in England 4½ per cent. for money invested, 8 per cent. can be obtained in Canada." This assertion was always