LOAN COMPANIES EXPERIENCE GOOD DEMAND

Activity in Mortgage Field Greatest in Years—Prosperity in Saskatchewan Has Exceptions

(Staff Correspondence.)

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FARM prosperity is resulting in an active demand for mortgage loans, according to H. W. Givins, manager of the Huron and Erie Mortgage Corporation in this city, and president of the Land Mortgage Companies' Association of Saskatchewan. In an interview with *The Monetary Times* Mr. Givins said:—

"At this time of the year, late October, the farmer in Saskatchewan reviews the work of the year, and he knows fairly well whether his farming operations have been profitable or otherwise.

"The prosperity of western farmers has received much generous advertising—in exchanges of views, at tariff inquiries and elsewhere—but less is heard of the men who find the balance on the wrong side of the ledger, and comparatively little is heard of the earlier years of struggle of the successful farmer, when only an untiring energy and a determined tenacity, mixed with characteristic western optimism, have enabled him to carry on and lay the foundation for his present satisfactory financial position.

Some Farmers Suffer Loss

"In not a few districts the 1920 balance sheet of many western farmers shows a heavy loss, and those of others a quite inadequate return for the labor of the year. When one considers the extensive and wide-spread areas throughout which our grain-farming operations are carried on, the varying weather conditions and the different qualities of soils, it is not to be expected that all crops will be uniformly bountiful, or that there shall be no crop failures at all.

"The areas where crops this year are poor are not large, and it is encouraging to note that many districts where returns in 1919 and 1918 were much below the average have this year produced good crops, which will enable the farmers there to substantially reduce their liabilities.

"Looking at the province as a whole and considering our estimated total grain production for this year, there is, I think, justification for a general feeling of satisfaction. In Saskatchewan and in all western Canada financial and business conditions are bound to show, as a result of increased production, very substantial improvement and increased stability.

Increase in Crop Production

"Recently published estimates indicate that, as compared with the year 1919, the province of Saskatchewan will show an increase in production of the various grains of 47,000,000 bushels of wheat; 60,000,000 bushels of oats; 4,000,000 bushels of barley and rye, and over 4,000,000 bushels of flax. Alberta shows increases in production of wheat, oats, barley and rye, represented by very similar figures, and Manitoba, while showing little or no increase in wheat production, shows an increase of approximately 6,500,000 bushels in the coarser grains. The products from the farms of western Canada, therefore, should very materially strengthen the financial and commercial position of Canada, as a whole, both at home and abroad.

"In Saskatchewan within the past year, sales of farm lands—both improved and unimproved—have been quite numerous, and prices have in many districts advanced considerably. Many successful farmers from the western States are purchasing farms in Saskatchewan, and where the land is still in its virgin state they are proceeding to bring it under cultivation without delay. As a result, there are large areas of newly broken land in many districts, and this, added to the additional acreage being brought under cultivation in the ordinary development of improved farms, gives promise of further progress and substantially increased production next year.

Loan Conditions Healthy

"The business of mortgage companies in Saskatchewan can be said to be in a very healthy condition, and the outlook is generally regarded with satisfaction. From the proceeds of their 1920 crops borrowers will be substantially reducing their mortgage loans, improving their buildings and bringing more land under cultivation, and as a result the securities held by mortgage companies will be strengthened and increased in value.

"At the present time the demand for mortgage loans is very active indeed. It might be said that not for many years have mortgage companies been able to secure such a large volume of exceptionally attractive investments. While, owing to the stringent financial conditions of the past few months and the resulting shortage of funds, some companies have been obliged to curtail their loaning operations, the substantial repayments on existing investments, which will, no doubt, be available in the very near future, should provide funds to take care of a very large volume of new business.

"Further development and more substantial improvements, the bringing of new land under cultivation and the increase in the value of our farm lands all tend to widen the field for investment and create a greater demand for the funds which mortgage companies provide for just such purposes. These conditions also give some indication of steady substantial progress in the upbuilding and development of Saskatchewan."

CORPORATION SECURITIES MARKET

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subsequent payment date, while all shares paid for on December 15 will rank for dividend of record January 10, and so on over the other payment dates. Interest at the rate of 8 per cent. per annum will be allowed on all instalments paid on the due dates, such interest to run from date of payment of each instalment and to be payable on the next following dividend date. Warrants will be issued upon closing of transfer books on November 5 next. Certificates of common capital stock will be issued on and after May 15, 1921.

New Stock Offerings

The Sterling Securities, Ltd., and the Standard Bond Corporation, Ltd., Halifax, N.S., are offering $250,000 8 per cent., preferred stock of the J. W. Cumming Manufacturing Co., Ltd., at par with a bonus of 20 per cent. common. The J. W. Cumming Co. is a manufacturer of coal mining tools, equipment, drop forgings, crankshafts and connecting rods for farm tractors and gasoline engines, etc.

Motor-Sundries Corporation, Ltd., recently incorporated to take over the business of Motor-Sundries, Ltd., Toronto, is offering 1,500 shares of common stock of a par value of $100, to take care of increasing business and to provide sufficient capital to purchase or erect a manufacturing plant to fulfill orders now offered. A large proportion of the new company's stock is held by shareholders in the old company.

Traders Finance Corporation, Ltd.

Traders Finance Corporation, Ltd., is the name of a new company recently formed in Winnipeg to finance dealers in automobiles by purchasing their notes secured by their stock in trade. No public offering of preferred shares has been made yet, but advance subscriptions from the company's associates will probably amount to about $100,000 for the time being. "We have a large connection with the grain trade," said W. W. Evans, manager, to *The Monetary Times*, "and these gentlemen are using their funds at the present time to the last available dollar in the conduct of their own business, and we do not intend to place the proposition before them systematically until the first of the new year, when the peak load of the grain business has passed. By that time we anticipate that, general conditions being normal, at least $250,000 additional stock will be taken up in Winnipeg."