

# Monetary Times

## Trade Review and Insurance Chronicle of Canada

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### Corporation Finance

Canadian Locomotive will mail an excellent report to its shareholders next week. Montreal Tramways, although feeling rising costs of operations, presents good balance sheet. Wabasso Cotton Company's annual report shows improvement in Canada's cotton trade, **Page 44**

### Life Insurance

How to train life insurance salesmen; suggestions by Mr. D. H. Shortell, of the Confederation Life Assurance Company, Page 30. How to be a successful life insurance agent; useful hints by Mr. J. E. Mathews, of the North American Life Assurance Company, **Page 18**

### Transportation

Interesting statements of Lord Shaughnessy and Sir Thomas White regarding negotiations for the purchase of the Canadian Northern Railway by the Canadian Pacific Railway, Page 22. Record of railroad earnings, Page 16. Shipbuilding in British Columbia, **Page 42**

### Trade and Commerce

Analysis of our trade last year, by H.M. trade commissioner in Canada, Page 41. Proposed bankruptcy act is explained by Mr. H. M. Grundy, Winnipeg, Page 14. List of new companies incorporated last week, Page 46. Canada's mineral production, 1916, **Page 25**

### The Week's Topics

An important judgment regarding company legislation, federal and provincial.—The licensing of insurance agents.—Selling life insurance, Page 9. Considerations as to selling goods in Canada.—Proposed Canadian Northern Railway deal appears unsatisfactory, **Page 10**

### Bond Market

Municipal bond sales in August shows a total sold of over \$4,000,000, Page 33. Weekly record of municipal financing and activities. Saskatchewan sells \$1,000,000 of its bonds; they are being offered to yield 6 per cent, Page 8. Where Canadian Northern bonds are held, **Page 40**

### Fire Insurance

Fire losses and investigations; inquiries seldom bring out the facts as to the origin of fires; an article by Henry Lye, Vancouver, Page 42. *The Monetary Times'* monthly record of fire losses for August brings the year's total to date up to nearly \$12,000,000, **Page 32**

### Finance

Loans made by the federal farm loan board of the United States total nearly \$1,000,000 daily, Page 28. Advances made by Canada for purchases of munitions here total to date \$385,000,000, according to a recent statement by Sir Thomas White, finance minister, **Page 46**

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