

THE
Dominion Savings
AND
Investment Society

Capital - - - \$1,000,000.00
Reserve - - - 235,000.00

T. H. Purdom, K.C. **Nathaniel Mills**
President Managing Director

Dominion Savings Bldg.
LONDON, CANADA.

AN IDEAL INCOME

can be secured to your Beneficiary with
Absolute Security by Insuring in the
Union Mutual Life Insurance Company,
Portland, Maine

on its

MONTHLY INCOME PLAN

Backed by a deposit of \$1,688,902.65 par value with the
DOMINION GOVERNMENT in cream of
Canadian Securities.

For full information regarding the most liberal
Monthly Income Policy on the market write, stating
age at nearest birthday, to

WALTER I. JOSEPH, Manager
Province of Quebec and Eastern Ontario.
Suite 502 MCGILL BLDG., MONTREAL, QUE.

Commercial Union Assurance Co. LIMITED OF LONDON, ENG

The largest general Insurance Company in the world

Capital Fully Subscribed	\$14,750,000
" Paid Up	1,475,000
Life Fund and Special Trust Funds....	74,591,540
Total Annual Income Exceeds	47,250,000
" Funds Exceed	142,000,000
" Fire Losses Paid.. ..	183,366,690
Deposits with Dominion Government ...	1,225,467

(As at 31st December, 1915.)

Head Office, Canadian Branch:—Commercial Union Bldg
232-236 St. James Street, Montreal.

Applications for Agencies solicited in unrepresented
districts.

J. MCGREGOR - - - Mgr. Canadian Branch
W. S. JOPLING - - - Asst Manager

A Free Course in "Salesmanship"

We have thought about the young
man who sees no prospects ahead.
Would you like to be in a busi-
ness that will give you

A GOOD LIVING WAGE
A PROFITABLE FUTURE
A PROVISION FOR OLD AGE

We teach a man the Insurance
Business, which offers permanent
success, does not fluctuate, is a
professional occupation, and has
been truly named "The best paid
hard work in the world."

This is done by a correspondence
course and personal assistance,
free of charge.

When he is fully prepared for the
work, we place him in a position
and help him to make good.

The first two lessons of the Com-
pany's correspondence course will
be sent to anyone interested. It
will pay young men who desire
to get on in the world to look into
this.

All correspondence strictly con-
fidential.

CANADA LIFE
ASSURANCE COMPANY

Head Office, Toronto.



Credit Insurance

Abstract of Address by C. M. Berger, Assistant
General Manager, London Guarantee and
Accident Co., Ltd., at the recent
Convention of American
Life Association.

In 1915, the beneficial effects of the European war,
as affecting manufacturers and jobbers in the United
States, were beginning to be reflected in the failure
statistics and this improvement was even pronounced
in the early months of 1916.

Under such favorable conditions policyholders be-
come too optimistic and are inclined to ignore the
necessity for credit insurance protection, relying
upon the permanency of the present so-called pros-
perity. This is a false view and conditions now are
abnormal. The time is at hand to discount the future
and prepare for the readjustment which will be forced
upon us at the termination of the war. The situa-
tion is already changing as is indicated by the Aug-
ust failure statistics. Many merchants have antici-
pated this and the resulting inquiries for this form of
insurance during the past three months have been
greatly in excess of the number received during the
same period a year ago.

Material progress has been made in the underwrit-
ing of credit insurance in the past few years. It is
now possible to buy a contract affording coverage on
all goods shipped during the year of the policy of the
debtor occurs during that period or not. In fact the
debtor need never actually commit an act of insolv-
ency so long as the insured's account has been filed
with the company before it has become more than
an agreed number of days past due under original
terms of sale. Payment is made by the company
within 90 days after such account is received by it
and there is no limit to the company's aggregate li-
ability under the policy, the only limit being as to the
amount provable on a single debtor.

This new plan is based upon the principle that the
insuring company, having the ultimate loss to pay,
should have the opportunity to handle the accounts
against the debtor, and that it must receive the claim
before it is more than a reasonable and agreed num-
ber of days past due. Indeed no plan of credit in-
surance, which does not contemplate the control of all
doubtful and failed accounts, is feasible.

GREAT FOREST FIRES OF HISTORY.

The Northern Ontario forest fire of July 29th last
takes rank as the third most serious fire catastrophe
in the history of this continent. The Hinckley fire in
Minnesota, 1894, was responsible for 418 lives and the
burning of over 160,000 acres. The famous Peshtigo
fire in Wisconsin, 1871, killed 1,500 and devastated 1,-
200,000 acres of timber. In 1825 occurred the Miri-
michi fire of New Brunswick and Maine, and damage
of 3,000,000 acres of forest. The Clay Belt fire in
Ontario, with 262 lives lost and 800,000 acres fire-
swept takes its place with the great disasters of his-
tory. The Porcupine fire in 1911 killed 84 persons.

It is noteworthy that Wisconsin, Minnesota, Maine
and New Brunswick have taken comprehensive mea-
sures to prevent further disasters by organizing their
forest patrol systems on modern lines, building
trails, lookout towers, telephones, etc., as well as care-
fully supervising settlers' clearing fires, one of the
worst sources of danger. Ontario, which has given the
continent its two most recent fire catastrophes has
made no such move to improve her forest guarding
system.

CHANGE IN TRAIN SERVICE BETWEEN ST. JOHNS AND MONTREAL.

The following changes in train service between St.
Johns and Montreal are announced by the Grand
Trunk Railway System to take effect on Sunday,
October 1st.

Train now arriving Montreal 8.03 a.m. daily from
New York, New London, Springfield, Boston and
intermediate points via Central Vermont Railway
will arrive Montreal 7.55 a.m. daily (leave St.
Johns 7.05 a.m.)

Train now arriving Montreal 2.10 p.m. daily except
Sunday from White River Junction, Burlington and
St. Albans via Central Vermont Railway will arrive
Montreal 1.55 p. m. daily except Sunday (leave St.
Johns 1.03 p. m.)

"A Little Nonsense Now and Then"

"What does Shakespeare mean by full soon?" "Al-
ludes to a character with a limited capacity, I should
say".—Louisville Courier-Journal.

"I hear that Laura's engagement to the young
minister is off."

"Why, yes, she told me. He was horribly jealous
and so unfair."

"In what way was he unfair?"

"Every time she would make an engagement to go
motoring with some other man he would pray for
rain."—Liverpool Post.

A bashful young Scot had no courage to speak for
himself. At last one Sabbath night he said, "Jane,
do you ken I were here Monday night?" "Aye." "And
once more on Friday and again last night." "So you
were." "And here I am to-night." "Yes." Finally in
desperation, "Woman, do you no smell a rat?"—Ru-
ral New Yorker.

A theological student was sent one Sunday to sup-
ply a vacant pulpit in a Connecticut valley town. A
few days after he received a copy of the weekly pa-
per of that place with the following item marked:
"Rev. _____, of the senior class at Yale Sem-
inary, supplied the pulpit of the Congregational church
last Sunday, and the church will now be closed three
weeks for repairs."

The professor was delivering the last lecture
of the term. He told the students with much empha-
sis that he expected them to devote all their time to
preparing for the final examination.

"The examination papers are now in the hands of
the printer," he concluded. "Now, is there any ques-
tion you would like answered?"

Silence prevailed for a moment, then a voice piped
up:

"Who is the printer?"—New York Times.

Wife (in the cafe)—George, that brute over there
has been staring at me for half an hour. Somebody
ought to knock his fool head off.

George (to stranger)—What do you mean, sir, by
ogling my wife?

Stranger (calmly)—I'll admit that I have taken
more than passing notice of the lady. A pretty wo-
man with a small foot always attracts my attention.

Wife—Now, George, don't make a fool of yourself
and start a scene in here. The gentleman evidently
meant no harm.—Puck.

Gents: The gas engine you sent me stops when
theres nothing the matter with it thats the trouble.
It wouldnt bee so bad if it stopped for some reason
and anybody knows theres reasons enough for it to
stop.

I received the book which you sent me which is
named What Makes the Gasoline Engine Go. I ain't
read it because whats the use reading it when I dont
care what makes the gasoline engine go as long as it
goes which mine don't only occasionally, what I want
to know is What Makes the Gasoline Engine Stop. If
you got a book called that send me one. I want to
know what makes my gasoline engine stop when
everything is o k and nothing is the matter except
that it must be a rotten engine. Hiram Diggs.—The
Traction Bulletin.

A visitor to a Scottish village went out on the
links to play golf. After trying in vain to hit the
ball, he became enraged because the caddy laughed
at his awkwardness.

"If you laugh again," he exclaimed, "I'll hit you
over the head — so there!"

"Ah, weel," said the caddie, backing to a safe
distance, "I'll bet ye wouldna ken the richt club tae
dae it wi'!"

Boatswain (to newly-joined cadet): "Come, my
little man, you musn't cry on board one of His Ma-
jesty's ships of war. Did your mother cry when you
left?"

Cadet—"Yes, sir."

Boatswain—"Silly old woman! And did your sis-
ter cry?"

Cadet—"Yes, sir."

Boatswain—"Stupid little thing. And did your
father cry?"

Cadet—"No, sir."

Boatswain—"Ard 'earted old beggar."