# CONDENSED ADVERTISEMENTS

"Positions Wanted," 2c. per word; "Positions Vacant," "Agents or Agencies Wanted," 3c. per word; other condensed advertisements, 3c. per word. Minimum charge for any condensed advertisement, 50c. per insertion. All condensed advertisements must conform to usual style. Condensed advertisements, on account of the very low rates charged for them, are payable in advance.

THE SIMPLE ANNALS OF A SUCCESSFUL SALES-MAN .- (How he made his opportunity.) - The most important thing a salesman has to sell is his services, for consider, when the salesman sells his services he has disposed of his most valuable asset. If he puts this sale over right, the rest follows as a matter of course. Listen to the story of a salesman who sold his services well. Mr. H. was a clerk in a financial office in a small city in Canada. His equipment was simple—a fair education and an indomitable ambition. Like many good men he felt sure there was a better place and a brighter future for him somewhere, and he was content to abide his time, only he was determined not to wait for his opportunity but to make it. Casting about, he learned that successful life insurance soliciting was a very lucrative profession. He could not afford to give up his job for the moment, so he devoted his time to study at night. In brief, Mr. H. soon mastered his subject and found he could increase his income considerably by writing insurance in his leisure moments. In a short time he felt he was justified in giving up his position as a clerk, and arranged to come to Toronto and connect himself with my agency. From the start he has made, he should earn \$5,000 a year with comparative ease. What is the moral? Had he not been stirred by ambition, had he not been willing to sacrifice a part of his evenings to better himself, he would still be earning \$75 to \$100 a month. This is a human document from life and only one of many we will be glad to show. We have a few good openings for applicants of unquestioned integrity and with he highest grade references. No others will be considered the highest grade references. No others will be considered. Give full particulars of your business career in making application. plication. W. A. Peace, Branch Manager, Imperial Life Assurance Co., 20 Victoria St., Toronto.

# Municipal Bond Sales

Compiled, Revised and Tabulated from Official Reports

¶ A list of original purchasers, price and income basis of the Municipal Bonds sold in 1916, showing purpose, amount, interest rate and maturity of each issue. The names of the borrowing States, Counties, Cities, etc., are arranged alphabetically, by States.

PRICE \$5.00 PER COPY

### THE BOND BUYER

The Authority on Municipal Bonds

25 West Broadway New York, N.Y.

## CANADIAN CENERAL ELECTRIC COMPANY

That excellent results were obtained by the Canadian General Electric Company during the past year is indicated in the latest annual report.

Gross profits were in excess of any previous return and amounted to \$2,225,912. The 1915 profits were \$1,219,513. After adding \$408,887 to the depreciation reserve and appropriating \$631,603 for amortization of munition plants and equipment, net profits were \$1,185,420. Of this amount, dividends required \$779,843, leaving a surplus of \$405,577. This surplus and last year's balance gave a total of \$1,112,696 at the credit of profit and loss. From this amount \$500,000 was transferred to reserve, bringing that fund up to \$3,500,000.

A comparison of the company's balance sheets for the past three years is as follows:—

#### Assets.

1914.	1915.	1916.
\$6,244,636	\$6,252,784	\$6,372,559
3,228,028	3,598,472	4,168,648
708,913	719,802	733,990
4,226,392	3,830,129	4,079,455
3,316,317	2,595,398	3,487,103
140,005	418,096	
233,422	150,977	165,277
82,884	477,631	549,798
42,302	61,295	
		58,378
	\$6,244,636 3,228,028 708,913 4,226,392 3,316,317 140,005 233,422 82,884 42,302	\$6,244,636 \$6,252,784 3,228,028 3,598,472 708,913 719,802 4,226,392 3,830,129 3,316,317 2,595,398 140,005 418,096 233,422 150,977 82,884 477,631

#### Liabilities.

Common stock		1915.	1916.						
Preferred stock	2,000,000	2,000,000	2,000,000						
Mortgage obligations Bonded indebtedness on	514,643	467,751	413,813						
purchased properties Deferred liability on Allis-	701,500	500,000							
Chalmers purchase Balance of loan, Canadian	600,000	400,000							
Sunbeam plant	100,000								
Current accounts payable	930,978	778,090	1,467,533						
Dividend on common stock	140,320	130,904	220,000						
Reserved for depreciation.	1,517,068	1,912,978	2,920,948						
Reserve	2,700,000	3,000,000	3,500,000						
Profit and loss balance War tax and contingent lia-	940,762	707,119	612,696						
bilities · · · · · · · · · · ·			480,221						

The liquid assets, including cash, accounts receivable, inventory and investments, now total \$8,340,013. The company has made splendid progress during the past year and is in strong financial position. The directors' action in paying their office employees an extra \$130,000 (representing a cut in salaries during the dull business period after the outbreak of war) is very commendable, and one which other industrial corporations might well emulate.

## MONTREAL STOCK EXCHANGE—UNLISTED SECURITIES

WEEK ENDED MARCH 21st. 1917

Mines Par Value				Sales	Miscellaneous (Continued)		Sellers	Buyers	Sales
Porcupine Crown Mines, Ltd	\$ 1	••••			Frontenac Breweries Coprefprefbonds Howard Smith Paper Mills, Ltd	\$ 100 100 100			 37 175
British Can. Canners, Ltdbonds	100 500			60	Laurentidebonds Mexican Northern Power	100			
Bromptoncom.					Mexican Mahogany & Rubber Corpbonds	100 100 100			2::
Can. Light & Powerbonds	100 100 100				Mont. Tramway & Power Co	100 100 100	38	371	205
bonds	100 20 100	::::		3500 100	Sherbrooke Railway & Power Cobonds	100			:
Dominien Glass Co., Ltd	100			10					
•••••			Y			::::	· · · ·		