

to guarantee the safety of the investment, there was a still greater protection. The whole risk was afterwards insured, the premium being, I think, about one-half of one per cent, by a very stable, strong English insurance company, whose assets were quoted at great length. So, if it was possible to conceive of an investment that was absolutely safe, surely that was the one.

What happened? In the summer it went bankrupt a year ago. About this time or perhaps a little later, they had an annual meeting and they issued a balance sheet. I am sorry I have not a copy of it before me, but it was quoted in the press at the time. That balance sheet was falsified and must have been deliberately falsified, because it represented the company to be in a prosperous and splendid condition. I think one optimistic shareholder said at the time that its condition compared favourably with that of one of the well known banks. At that very moment the company was bankrupt, not bankrupt in the legal sense, but insolvent, inasmuch as it was unable to pay its debts. The liquidator, a man of some note in the financial world and cautious as all liquidators are, announced a probable deficit of \$3,000,000 in a comparatively small company of that character.

As recently as less than a year ago a high pressure salesmanship campaign was put on not only in this city, but even in this house, to sell the stock of this company which was then absolutely insolvent. I myself almost fell a victim to it; at any rate I became an object of their attention, but the saving Providence which watches over children, fools and drunkards prevented me from going the whole length of investing in it. Many other people, however, were bitten. It was astonishing to me, after I put the notice on the order paper, to find how widespread the losses were all over Canada and amongst every class of people, from the rich down to the poorest. I have received a number of letters and telephone calls in connection with the matter. A man whom I do not know stopped me in the street one day and bid me Godspeed in bringing the matter up. I understand he had been stuck for some \$4,500. This is a typical example from Montreal evidently written by someone who was more familiar with French than with English:

We, the undersigned, submit humbly to your consideration:

1st. We have placed our economies in the Manufacturers Finance Corporation Limited, on urgent solicitations from their agents here in Montreal. They were assuring us that the company was doing good business and was prosperous.

[Mr. Neill.]

2nd. A few months after we had their shares they failed.

We ask earnestly that the said company be ordered by a court or by the government of Canada to pay back the money we put in their hands. etc.

Unfortunately I had to write and tell him that that was quite impossible; that all we could do was to try to prevent a recurrence of the same thing. I have under my hand a postcard sent me anonymously from Vancouver, and this is a typical illustration of their literature. It is headed in big red headlines: "How Much Do You Save?" and it goes on:

Your future—possibly, too, the welfare and happiness of your loved ones—

Note the pathetic appeal!

—depends on your ability to save and make profitable use of your savings. Resolve, this very day, to save systematically, be it ever so little. You'll be surprised how rapidly your savings accumulate and you will bless the day you resolved to start. We have revised an unusual method—

Thank goodness it was unusual!

—which will help you save systematically and earn six per cent on your savings. Our booklet "The Way to Independence" tells you all about it. It contains such useful information that is well worth reading. We will gladly send you a copy on request. Just fill in your name and address below and mail to us. You will be under no obligation whatever.

Then follows the name of the Manufacturers Finance Corporation Limited, a beautiful little picture of the book called "The Way to Independence," and a place for the name of the prospective sucker and his address. The man who sent me this evidently is somewhat cynical because he has put some interjections into it. This is the way he thinks it ought to read:

Mr. HEAPS: Did he think the hon. member was a prospect?

Mr. NEILL: This was sent out in Vancouver to secure prospects. The man thinks it should read not "How much do you Save?" but "How much did you save for McDonald Brothers?" Then he says that instead of saying "You will bless the day you resolved to start," it should read "You will bless the day you resolved to start putting these men in gaol." He says he thinks the beautiful little pamphlet headed "The Way to Independence" would better be called "How to get Rich Quick and how to Keep out of Gaol." He says that instead of "The Way to Independence" it should be "The Way to Three Million Dollars." In the space reserved for the name of the victim he inserts the name "Messrs. McDonald Brothers" and in the