

DIVIDENDS AND NOTICES

CANADA CEMENT COMPANY, LIMITED

PREFERRED SHAREHOLDERS, DIVIDEND No. 30.

Notice is hereby given that a dividend of 1¾% for the three months ending July 31st, 1917, being at the rate of seven per cent. per annum on the paid-up preference stock of this Company has been declared and that the same will be paid on the 16th day of August next, to Preference Shareholders of record at the close of business, July 31st, 1917.

The Transfer books of the Company will be closed from August 1st to 10th, both days inclusive.

H. L. DOBLE,
Secretary.

Montreal, July 23rd, 1917.

UNION BANK OF CANADA

DIVIDEND No. 122.

Notice is hereby given that a Dividend at the rate of eight per cent. per annum, upon the Paid-up Capital Stock of the Union Bank of Canada, has been declared for the current quarter, and that the same will be payable at its Banking House, in the City of Winnipeg, and also at its Branches, on and after Saturday, the 1st day of September, 1917, to Shareholders of record at the close of business on the 16th day of August, 1917.

The Transfer Books will be closed from the 17th to the 31st day of August, 1917, both days inclusive.

By Order of the Board.

H. B. SHAW,
General Manager.

Winnipeg, July 17th, 1917.

BANK OF MONTREAL

Notice is hereby given that a Dividend of Two-and-one-Half per cent., upon the paid-up Capital Stock of this Institution, has been declared for the current quarter, payable on and after Saturday, the First Day of September next, to Shareholders of record of 31st July, 1917.

By order of the Board.

FREDERICK WILLIAMS-TAYLOR,
General Manager.

Montreal, 20th July, 1917.

THE ROYAL BANK OF CANADA

DIVIDEND No. 120

Notice is hereby given that a Dividend of Three per cent. (being at the rate of Twelve per cent. per annum) upon the Paid-up Capital Stock of this Bank, has been declared for the current quarter, and will be payable at the Bank and its Branches on and after Saturday, the First day of September next, to Shareholders of record of 15th August.

By order of the Board.

C. E. NEILL,
General Manager.

Montreal, P.Q., July 17th, 1917.

THE CANADIAN BANK OF COMMERCE

DIVIDEND No. 122

Notice is hereby given that a quarterly dividend of 2½ per cent. upon the capital stock of this Bank has been declared for the three months ending the 31st of August next, and that the same will be payable at the Bank and its Branches on and after Saturday, 1st September, 1917, to shareholders of record at the close of business on the 16th day of August, 1917.

By order of the Board.

JOHN AIRD,
General Manager.

Toronto, 28th July, 1917.

LIFE INSURANCE MEN TO MEET AT WINNIPEG

Record Gathering of Underwriters is Probable—Features of Programme

The men who sell life insurance in Canada will meet in annual convention at Winnipeg from August 21st to 25th. They are members of the Life Underwriters' Association of Canada, an organization which has for its chief objects the improvement of conditions in the life insurance business and the maintenance of high ethical standards in the dealings of insurance companies and agents with the public. Since the formation of the association, about ten years ago, many evils of the business have been remedied and a great deal has been done not only to improve the lot of life insurance salesmen, but also the mutual relations of policyholders, agents and insurance companies.

There is every prospect for a successful convention at Winnipeg this month. The gathering will be held at the Fort Garry Hotel. The membership of the Winnipeg Association is 213, which constitutes a record. This large membership of enterprising Westerners will see to it that this convention will be remembered for many years to come. The Western associations generally are exceptionally strong in numbers. The Brandon association, for example, which two years ago had only 16 members, last year increased to 69, and now has a membership of 103. Calgary had 25 members last year; it now has 78. Edmonton musters 74. A large attendance is expected at the convention from the prairie provinces. A delegation of about eight is coming from Vancouver and more than 100 will come from Eastern Canada.

Moving Pictures With a Moral.

One of the features of the convention will be the display of moving pictures with a life insurance moral. These pictures were conceived by Mr. Hugh Willett, a past-president of the National Life Underwriters' Association of the United States. They were produced by the Scenic Film Company in Atlanta. The Canadian life insurance men will pass their opinion upon the pictures, and if thought to be of service in awakening a greater interest here in the necessity of life insurance a set of the pictures will be purchased and shown in the moving picture houses of Canada.

Another interesting attraction will be an exhibit in connection with the proposed institutional advertising campaign of the life insurance companies.

An attractive programme of practical addresses and discussions on life insurance topics has been arranged. The discussions have always proved one of the most popular features of these gatherings, and it is generally hoped that ample time will be allowed for these. The following are some of the addresses to be heard:—

Addresses and Discussions.

Addresses.—"Selection and Training of Agents," Mr. Winslow Russell, agency manager, Phoenix Mutual, of Hartford, Conn.; "The Economic Value of Life Insurance," Professor W. W. Swanson, of the University of Saskatchewan; "The Licensing of Agents," Mr. A. E. Ham, superintendent of Insurance for Manitoba; address, Mr. C. C. Ferguson, general manager, Great-West Life, Winnipeg; "The Standardization of Provincial License Laws," Mr. A. E. Fisher, superintendent of insurance for Saskatchewan. Presidential address, Mr. J. Burt Morgan, Victoria, B.C.

Discussions.—"Enlarging One's Clientele." Led by Mr. F. G. Hassard, Dominion Life, Toronto. "Monthly Income Insurance and How to Sell It." Led by Mr. E. J. L'Esperance, Imperial Life, Montreal. "The Need of Life Insurance for the Farmer, and How to Sell Him." Led by Mr. P. A. Wintemute, vice-president for Alberta and British Columbia. "Institutional Advertising." Led by Mr. J. H. Castle Graham, general secretary and treasurer. "Salesmanship." "Enthusiasm." "Teaching of Life Insurance in Our High Schools and Colleges." Open competition. First prize, \$20; second prize, \$15. Demonstration of the best canvass. Competitors will try to sell life insurance on the platform to a selected prospect.

Banquet.—The following speakers will be present: His Honor Sir J. A. M. Aikens, Lieutenant-Governor of Manitoba; the Hon. T. C. Norris, Premier of Manitoba; Mr. Geo. T. Wilson, vice-president Equitable Life, New York City. Subject, "Now." (Subject to slight changes and additions.)