PROFITABLE INVESTMENT

With Thrift, Prudence and Economy Promoted by the R. T. Scott Company, Limited

The gratifying initial success of the R. T. Scott Company. Limited, since its establishment in Canada has naturally aroused hostile criticism from institutions and individuals either less fortunate or ignorant of the true character and purpose of the Company. The latest attempt of its detractors is, apparently, to represent the Company as hostile to established financial institutions and in direct competition with Canadian chartered banks." The charges are grotesque.

The R. T. Scott Company's business is investment banking. It not only does not conflict with the chartered banks, but it is a source of strength to banking institutions, as it is to insurance companies and other financial establishments which prosper with individual and national prosperity.

It encourages individual thrift, national economy and wise and prudent investment of surplus capital. It believes that legitimate Canadian enterprises should enjoy the support of the Canadian public; that thousands of people of modest means all over the Dominion should be given the opportunity to extend that support on a basis that will give them full returns on their money. It instructs its salesmen to encourage its clients and

Establish Savings Accounts.

Carry adequate Life Insurance.

Invest in first-class bonds.

Purchase reliable securities that combine safety with equitable returns.

NATIONAL SERVICE.

In giving such instructions, the Scott Company believes it is doing financial and industrial Canada a service. And if that service is not done from disinterested motives, at least the Company asks no more than a normal profit on its operations. The Company believes that it has a useful function to perform in the intricate financial machinery of the nation. As much as the banks or the insurance companies, it is a proper department of legitimate finance. It has a legitimate financial function to perform, and it is as concerned for its proper performance as other Canadian institutions are for the correct discharge of their functions and obligations.

INVESTORS TO BE PROTECTED The small investor finds it difficult to distinguish between the legitimate and the fraudulent in financing or promotions. He finds it hard, with his meagre knowledge of such affairs, to differentiate between sound and unsound issues. The investment banker who can obtain his confidence and retain it by fair dealing wins not only a client but a habitual investor. The country that has its small savings thriftily secured in legitimate enterprises yielding equitable returns secured within itself conser-

vative elements whose value cannot be over-estimated. It is part of the Scott Company's purpose to create such a condition in Canada. Before it employs its sales machinery it determines to the best of its ability the soundness of each particular promotion. The life of the Company is involved in the issues it endorses. A satisfied constant clientele is essential in developing this particular class of business.

The Company encourages its clients to be steady bank depositors. It recommends life insurance as a vital part of any plan for the provision of a future income. It does not sell bonds, but it firmly believes in bond buying for people of mod-

The sale of legitimate securities is the Scott Company's business, and the money obtained by its service men and women is money that ordinarily would be lost through extravagance or in some fraudulent stock swindle. The United States last to illegitimate investment purposes during 1920, \$500,000,-000. Canada lost a huge sum. This drain upon the national resources should be corrected. It is part of the business of the R. T. Scott Company, Limited, to help in correcting it.

WAR LOAN METHODS.

For the past few months the Company has been engaged in financing a reputable Canadian financial corporation. In that period its salesmen have met hundreds of clients and have secured their confidence and their orders by sound, modern business methods. In that period, the Scott Company has demonstrated its capacity and its absolutely fairness. In that period not one of its detractors has been able to produce proof that justified criticism. The Scott "one-interview" system is condemned as "American" and suggestive of "wild-cat" methods. The popular appeal—the direct contact with clients which is fundamental in our system—is ridiculed by people who have not even appreciated the obvious lessons of Victory loans and Liberty bonds. The Scott sales system, with its individual, direct contact with clients, is an application of war loan methods. Canada is familiar with those methods. So is the United States. The fact that swindlers and rogues have taken advantage of them does not condemn those methods. All down financial history, rogues have utilized legitimate machinery to advance their own evil schemes. The salvation lies in education, and sometimes in legislation; not in stupid condemnation of a proved

THE SMALL INVESTOR Through their salesmen, security corporations make direct, personal contact with the more wealthy elements in the country. These personal interviews are not regarded as constituting any reproach against the companies employing them. The Scott Company believes that the less wealthy should have the same privileges of personal contact, personal examination, personal opportunity. It believes that people who work with their hands. who toil in offices, who do the hard business of the world, should have more of the fruits of legitimate investment. It believes that companies should be conducted in their interest as much as in the interest of promoters and large investors. It be-Heves that the man with \$10, or \$20, or \$30, or \$100, should have as much consideration as the man with thousands. Such consideration was given in war "drives." The Scott Company

Insurance companies approach all kinds of people personally and directly through their agents and salesmen. The proceeding is not regarded as lacking in propriety or dignity. The Scott Company does the same thing. It does it as fairly, and certainly as efficiently. It endeavors to protect its client investors as it does to assist its client companies. It believes that fair methods—war loan methods—are legitimate. It believes that the "One-interview" system is scientific and economical. It believes that the "personal touch" is as proper in stock selling as it is in insurance, bond selling or any other form of human activity. It believes that the way to prevent scoundrels defrauding innocent investors is to put an honest man beside the scoundrel, to expose the fraud. It believes that the dishonest salesman of rotton stock haranguing workingmen and working women at factory entrances should be met at the same place on the same ground by honest salesmen with honest stock. It believes in educating the public to prudent investment by its sales staff.

"BLUE SKY" LEGISLATION

The Scott Company is familiar with the "blue sky" legislation of the United States, of Manitoba and British Columbia, and with the company legislation of Ontario, Quebec and the Prairie Provinces. It believes that much good would be done if existing legislation were strictly enforced. It welcomes all sincere attempts to protect investors in Canada. But it knows that education is the best security of all. And its salesmen are every day educating clients in the investment field, exposing fraud and

There is one other criticism of the Scott Company. An attempt has been made to discredit Mr. Russell T. Scott, its Vice-President and General Manager, because of his position as Director of Sales with a Boston company. Mr. Scott resigned from that position because he could not endorse the final business policy or management of this company or its client companies. Mr. Scott is a Canadian. The R. T. Scott Company, Limited is a Canadian Company. Its office and its salesstaff are en-

R. T. Scott Company, Limited Branch Office: Bibby's Building, Kingston

I want to interview men of the highest type, those who accomplish if given the opportunity, salesmen, professional men and those who are big enough mentally and aggressive enough to do things for the highest pay; our organization, the largest of its kind in the world, is enlarging its Kingston force, and affords an opportunity to fulfil your most ambitious desires. Phone MR. G. BURRELL, 2278, and personal interview will be ar-

Markets Reports

GRAIN QUOTATIONS.

Toronto. Toronto, July 1 .- Manitoba Manitoba oats-No. 2 C.W.,

Manitoba barley-No. 2 C.W., \$5. 78 1/2 c; No. 3 C.W., 73 1/2 c; rejected.

69 1/2 c; feed, 69 1/2 c.

American corn-No. 2 yellow. 77c, c.i.f., bay ports. Barley-Ontario malting, 65c to

70c. outside. Ontario wheat—No. 2, \$1.50 to steers, \$5 to \$8.50; bulls, \$4 to \$6; Whey butter \$1.57, f.o.b. shipping points, accord- cows, \$1.75 to \$6. ing to freight; No. 2 spring, \$1.43 to \$1.45; No. 3 goose wheat, nominal. Ontario oats-No. 2 white, nom-

Rye-No. 2, \$1.25.

Montreal freights, bag included: \$10.50. Bran, per ton, \$29; shorts, per ton, \$31; feed flour, \$1.60 to \$1.75.

Toronto, \$17 to \$19; mixed, \$8 to Shipping steers, \$7.75 to \$8.25; few. Pork:

New York. New York, June 1. Flour-Market unsettled; spring patents, \$8.50 to \$9.00; spring clears, \$7.25 to \$7.75; soft winter straights, \$7.00

Rye flour-Market steady; fair to \$6.00. good, \$8.00 to \$8.50; choice fancy, \$8.55 to \$9.00.

White corn flour-Market steady; \$2.05 to \$2.25 per 100 lbs. Cornmeal-Market quiet; fine white and yellow granulated, \$1.90 to \$2.05.

Rye-Market easy; No. 2 western, \$1.45 f.o.b. and \$1.41 c.i.f. New York first half July shipment. Barley-Market quiet; feeding, 69 to 72c and malting 79c to 82c

c.i.f. New York. Wheat-Spot market easy; No. 2 red, \$1.52; No. 3 hard, \$1.57; No. 1 | 53c. 1b. Manitoba, \$1.81 and No. 2 mixed

Corn-Spot market easy; No. 2 yellow and No. 2 white, 81 1-2c and No. 2 mixed durum \$1.46 c.i.f track New York first half July shipment.

Corn-Spot market easy; No. 2 yellow and No. 2 white, 81 1-2c and No. 2 mixed 81c c.i.f. New York 10day shipment.

Oats-Spot market easy; No. 1 white, 49 1-2c. Feed-Market steady; city bran, You May Have \$25.00 and western, \$23.50 in 100lb. sacks.

Winnipeg.

Montreal

Montreal July 1. - Oats - Canadfan Western, No. 2, 62 to 63c; No. 3, 57 to 58c. Flour-Manitoba Spring wheat patents, first, \$10.50. Rolled oats- "1gs. 90 lbs., \$2.05. Bran, \$25.25. Shorts, \$25.25. Hay -No. 2, per ton, car lot., \$21 to \$22.

LIVE STOCK MARKETS.

Montreal, July 1 .- Cattle --Butcher steers, good, \$7.75 to \$8.25; medium, \$7.25 to \$7.75; common, \$5 to \$7; butcher heifers, choice, \$7.50 to \$8; medium, \$6.50 to \$7.25; DI common, \$3.50 to \$6.50; butcher cows, choice, \$6; medium, \$3.50 to \$5.50; canners, \$1 to \$2; cutters, \$2 to \$3.50; butcher bulls, good, \$5.50 to \$6.25; common, \$3 to \$5; good veal, \$6.50 to \$7.25; medium, \$3.50 to \$5.50. Ewes, \$3 to \$4.50; lambs. \$10; common, \$8 to \$9.

Hogs Selected light sold as high as \$14.75. Sellers were asking \$15. There was a very large percentage of sows and heavies. Heavies and sows were hard to sell at prices \$2 to \$4, respectively, lower than

Toronto. Toronto, July 1.-Good heavy steers, \$7.50 to \$8; baby beeves, \$7.50 to \$8; butcher steers, choice, \$7.25 to \$7.50; good, \$6.75 to \$7; common, \$5 to \$5.50; butcher heifers choice, \$7 to \$7.50; medium, \$6.50 to \$6.75; common, \$5.25 to \$6.75; canners and cutters, \$1 to \$3; cows. butcher, \$5.50 to \$6; butcher bulls, good, \$4.75 to \$6; fair, \$4.25 to \$4.75; common, \$2.75 to \$3.75; feeders, good, 900 lbs., \$7 to \$7.50; short-keep, 1,000 lbs., \$7.50 to \$8: stockers, 700 to 800 lbs., \$5 to \$6; milkers and springers, choice, \$75 to \$85; common, \$40 to \$65; calves, choice, \$10 to \$11; good, \$8.50 to \$9; common, \$4 to \$7; spring lambs, \$12.50 to \$14; good, \$11 to \$12; culls, so to \$10; sheep, choice, \$4 to \$5; heavy and bucks, \$3 to \$4; yearlings, \$9 to \$10; hogs, fed and

watered, \$13.25 to \$13.50; off cars.

90-lb. bag. \$13.50 to \$13.75; f.o.b., \$12.50 to \$12.75; to farmer, \$12.25 to \$12.50. add live stock

wheat No. 1 northern, \$1.89%; market weak; veals, \$8 to \$12; margarine, ib., 27 to 30c; eggs, fresh,

49½c; No. 3 C.W., 45¾c; extra head; market steady; sheep (ewes), lb., 33 to 38c; ducks, lb., 50c; tur-No. I feed, 45%c; No. 1 feed, 43%c: \$2.50 to \$4.50; culls, \$1.50 to \$2; keys, 1b., 55 to 60c. lambs, \$6 to \$11.50; culls, \$4 to

Hogs-Receipts, 5,830 head; market steady; light to medium weights, All the above in store, Fort Wil- \$9.50; heavy hogs, \$9; roughs, \$6 to \$7.

New York. Receipts, 2,020 head; market easier; Dairy butter

Chicago, Chicago, July 1.—Cattle—Choice inal, 40c to 42c, according to freight yearling steers and heifers, \$8.50; bulk beef steers, \$7 to \$8; bulk fat Beets, 2 bunches she stock, \$4.50 to \$6; canners and Cabbage, head Ontario flour-90 per cent, patent, cutters largely \$1.50 to \$3; bulls, 10 Lettuce, bunch \$7.40; bulk, seaboard, 94 per cent. to 15 cents lowers; bulk bologna, Carrots, 2 bunches patent, nominal, in jute bags, Mont- \$3.75 to \$4; bulk bulls, \$4.50 to Potatoes, bag \$5.75; veal calves sharply lower. Manitoba flour-Track, Toronto, Hogs-Top, \$8.70; bulk, \$8.10 to cash prices: First patents, \$10.50; \$8.65; pigs, 10 to 15 cents lower. Sheep-Choice western lambs of-

Hay-No. 1, per ton, baled, track, Buffalo, N.Y., July 1.—Cattle - Western hinds, cwt \$10; straw, \$10 per ton, car lots. \$9; butchers, \$7 to \$7.50; yearlings. Loin roasts, lb \$8 to \$8.75; heifers, \$4.50 to \$7.25; Rib roasts, lb. cows, \$2 to \$5.50; bulls, \$4 to \$5.50; Pork chops, lb

Calves, steady; \$5 to \$10.50. to \$7.35; hard winter straights, light yorkers and pigs, \$9.25; roughs, \$7 to \$7.25; stags, \$4.50 to

> Lambs, \$5 to \$11.50; yearlings, Loins, lb ewes, \$1 to \$5; mixed sheep, \$5 to Mutton, lb.

GENERAL TRADE.

Montreal.

Montreal, July 1 .- No. 1 fresh made butter; 32c per lb; prints, 33c per lb.; dairy, 25c; cooking butter, 20c; oleomargarine, 21c per lb. Eggs-No. 1, 36c; extras, 40c.

Ham-Large size, 32c; cooked, Pike, lb. durum \$1.46 c.i.f. track, New York per lb.; breakfast, 36c to 45c per lb. Trout, salmon, lb

Dressed poultry-Milkfed chick- White fish ens, 43c to 45c lb.; selected chick- Herring Fresh, lb. ens, 38c to 40c lb.; selected chickgeese, 33c; turkeys, 58c to 60c; ducks, 50c per lb. Beans—Canadian hand-picked,

\$2.65 to \$2.75 per bushel; peas, \$2.50 to \$3. Millfeed-Bran, \$25.25 per ton,

Kidney Trouble

1 Northern, \$1.89 3-4; No. 2, \$1.86 your kidneys may not be acting just Straw, baled, ton.... \$8 to \$12 3-4; No. 3, \$1.82 3-4; No. 4, \$1.72 right. What you need is a course Straw, loose, ton an Alberta, \$1.81 3-4. Oats—No. tain both Mandrake and Butternut Wheat, local...... 2 C.W., 49 1-2c; No. 3 C.W., 45 3-4c; and act very beneficially upon the No. 4 C.W., 73 1-2c; rejected, 69 by pain in the back and by constant Kips 3c 2 C.W., \$1.79; No. 3 C.W., \$1.53 1-2; Pills. They brought me health, condemned, \$1.53 1-2; track, \$1.82 strength and vigor." Sold every- Wool per lb. unwashed 8 to 10c. Where, 25c., or The Catarrhozone Co., Wool, per lb., unwashed ... 8 to 10c

GHUNTER UGILVIE Bananas, doz 30 to 40

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· CANADA.

ex-track; shorts, \$27.25. Rolled oats-Standard grades, \$3.05 per 90-lb. bag, delivered to the trade. Potatoes-Green Mountain, 55c to 60c; Quebec stock, 50c to 55c per

Toronto, July 1 .- Butter, dairy, Calves-Receipts, 7,330 head; 34 to 37c; do., creamery, 35 to 40c; No. 2 do., \$1.86%; No. 3' do., \$1 - culls, \$6 to \$7; buttermilk calves, doz., 39 to 40c; cheese, lb., new, 23 to 24c; chickens, lb., 45 to 50c; Sheep and lambs-Receipts, 9,435 chickens, spring, lb., 60 to 65c; fowl,

Kingston, July 2.

New York, July 1. - Cattle - Creamery butter, lb... 32 to 35 Eggs, fresh; doz. 30 to 35 Oleomargarine Cheese 18 to 22

Sweet potatoes, 2 lbs, Meats. Millfeed — Carloads, delivered, ferred at \$11; choice natives bid Porterhouse steak, lb. .. 35 to 40 Round steak, lb. 30 to 35 Boiling cuts, 1b. 18 stockers and feeders, \$5 to \$6.50; Hogs, live weight, cwt 35 to 38 Hogs, dressed, cwt ... \$17

Bacon, breakfast Fronts, lb. Hinds, lb. Leg, 1b Sausage meat lb,

Eels, 1b. 12 1/4 Filets, 1b 22 Finnan haddie, lb Haddock, fresh, lb Halibut, lb 25 to 30 Kippers, pair Perch, 1b Salmon, 1b 30 to 40 121/

Poultry. Hens, dressed, lb

Grain. Barley\$ 1.00 Bran, ton 27.69 Shorts, ton 28.00 Buckwheat, bush Hay, baled, ton \$14 to \$16 Hay, loose, ton 14.00 And Not Know It Corn, yellow feed, bush. 1.00 If your back aches and you suffer cwt. ... \$5.10 to \$5.35

Lemons, dox 30 to 40 Oranges, dox 30 to 60

White Wife Will Pay Johnson's \$1,000 Fine

Leavenworth, June 30.-Jack Johnson, negro former heavy-weight boxing champion, will obtain his release from the federal prison here July 9th. His white wife will pay a fine of \$1,000 attached to his sentence and si'e him from 34 ving an additional thirty Jays, fed-ral auth-

Harvest Plentiful, Laborers Few. London, Ont., June 30.-Farmers all over this district are crying for competent help to help save their harvest, which is two weeks earlier this season, and they cannot get men. Quite a few have been sent from Toronto, but they are not exactly the type required. The rain has greatly helped the crops all over this district. There will be a splendid yield of raspberries

Cut Off From Sea. Canton, China, June 30 .- Troops of the South China republic have retaken the city of Wuchow, about one hundred miles west of this city. which was occupied by the forces of Kwangsi province when hostilities began between Kwangsi and Kwantung recently. The loss of the city. by the Kwangsi troops cuts them off from the sea.

School to Cost \$400,000. St. Thomas, Ont., June 36 .-- The erection of a twenty-eight-room vocational training school in this city to relieve the congestion at the collegiate institute has been recommended by the Board of Education, and a special committee appointed to confer with the city council on the matter. The cost of the new structure has been estimated at between \$300,000 and \$400,000.



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