

A Query for the "New York Sun." It would be interesting to have the interpretation of the "New York Sun" explaining the universal outburst of loyal enthusiasm throughout Canada evoked wherever the Duke and Duchess of Cornwall and York appeared. Demonstrations were not confined to those cities where the royal pair stayed to be formally welcomed, but, at hundreds of places along the line of the railways they traversed, between the Atlantic and Pacific, across the Ontario peninsula, and through nearly the whole length of that town and city-strewn Province there were outbursts of loyalty. At stations past which the royal train passed in the dead of the night, there were persons on the decorated platforms who gave the travellers a cheer as their carriages rushed past at Express speed. At no point was there any sign of even indifference, or neglect, much less of hostility or unkindness. The "Sun" week in and week out for years has been assuring us that Canada is "groaning under its monarchical burden," that, "Canadians are longing to snap the chain that binds them in slavery to the British Throne," that, "a large body of the people of the Dominion are waiting hopefully for the day when they will take up their freedom as citizens of the Republic." The "New York Sun" is invited to reconcile its judgments regarding the political sentiments and aspirations of the Canadian people with their recent demonstrations of loyalty. The royal visit to Canada has given, we trust, a fatal blow to the theory that this country has any citizens who desire to sever the Imperial bond.

**Who Owns
the
Business?**

At the large gathering of insurance agents held recently at Put-in Bay, a resolution was presented which reads: "Business once placed on a company's books by an agent belongs to the agent." The resolution was voted down. To give an agent a perpetual claim over business he has secured for a company would be considered excessive remuneration by the agents themselves. The question is one that has created and is ever likely to create friction between a principal and his representative. A traveller for a mercantile house who, by his superior skill and energy, secures a wide connection for the firm is apt to consider the business he has secured to be partly his own. If the firm recognizes their dependence upon him for a continuance of this part of their business they secure him by a partnership, or a separation occurs and the traveller seeks to carry over his friends to a new house or, to attach them to himself as an independent merchant. In such cases no formal claim is ever made that the business secured by a traveller is owned by him in

any sense, though it is recognized, that it is wise to retain the services of one who, having been successful in obtaining business, is likely to be successful in retaining and increasing it. Unless there has been a formal agreement between a company and an agent to give him a continuous interest for a term of years in the business he secures the claim of the agent to own an interest in such business beyond the period for which it has been acquired cannot be sustained. When the term expires for which a premium has been paid there is no certainty of the insured person continuing the arrangement. The agent by whom the business was originally secured may alone be able to retain it, but that does not constitute a legal claim, though it may be an inducement for a company to retain his services along with the business. In all matters of this class, of agreements between principal and agent, the proper course is to have a formal contract signed by both parties specifying clearly the terms under which their connection will be maintained.

**Trade
Barometer
"Set Fair."**

Though liable to exceptions, like most other rules, it is an accepted law of trade that the conditions of the iron trade have the most potent effect on the trade barometer. It has indeed been compared to that instrument, but it is more true to facts to regard the iron trade as only one influence affecting the signs of trade, though the most powerful one. This arises from the universality of the use of iron in all forms of industry, as every movement of an industrial character involves the use of iron, or steel, which is only refined iron. It is well to keep an eye on this trade. Since the strike ended there has been a small increase in production, the weekly capacity of the 246 furnaces in blast on 1st inst. being 307,982 tons, as compared with 299,861 tons in September, and 303,847 in August. There are now 33 more furnaces in blast than in October, 1900, the increased production being 84,800 tons weekly. Contracts for 1902 are being freely made; the iron trade custom being to provide for the anticipated needs of a year ahead. Although the weekly output has increased since May 1, by nearly 7,000 tons, there has been a steady decline in the stocks on hand, the holdings on 1st inst. being 361,550 tons, exclusive of works producing their own iron. The demand has not been checked by recent advance of 50 cents per ton, and a further rise is on the cards. Altogether this leading industry, which is at the base of all others, is at present in a flourishing condition, the consequence being that the trade barometer stands "Set Fair."