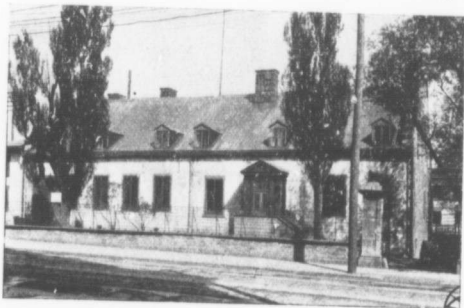


and fell as lightly upon his shoulder as the tap of a baby's finger.

"You're it!" shouted the maniac, and dashed away with all his supernatural speed.

Chateau de Ramezay.

Amongst Montreal's most interesting buildings is the Chateau de Ramezay—one of the oldest historical landmarks—associated with events of the greatest importance in Canadian history. It was built in 1705 by Claude de Ramezay,



CHATEAU DE RAMEZAY.

governor of Montreal. Within its venerable walls, after the fall of Quebec, in 1760, arrangements were completed for the withdrawal of the last French garrison from Montreal.

In 1775 the Chateau was again made memorable as the headquarters of the American Brigadier-General Wooster, and in the following year, under General Benedict Arnold, the Commissioners of Congress, Benjamin Franklin, Samuel Chase, and Charles Carroll, of Carrollton, here held council.

For years after the British conquest the Chateau was recognized as the official residence of English governors while here. For a time a portion of the building was used as the Circuit Court, but it is now converted into a museum, in which repose many interesting souvenirs, associated with the history of the Province.

A visit to the spacious vaults will give an idea of the stability of the structure, which could not be obtained from an exterior view.

Assurance Epigrams.

A good agent may be known by the risks he does not write.

Don't value your assurance commonsense so highly as not to use it occasionally.

Boast not thyself of to-morrow, for another agent may get there to-day.

Indignation is poor comfort, especially if the other fellow got the risk.

Daily bread does not come deservedly to the agent whose existence is a continual loaf.

It's not helpful for an agent to ponder overmuch upon his own virtues as compared with his competitors' failings.

The most fluent talkers may have an impediment in their thinkings.

A bike-riding agent may not always appear straight and upright, but this will be overlooked if he is bent on getting there.

At most agencies one bad risk will adulterate an otherwise desirable business.

Opportunities are not labelled.

Business is not likely to come our way until we have done a good deal of going after it.

Assurance men may be born equal, but they are never on a dead level until they reach the cemetery.

It is less difficult to know what to say when talking assurance than it is to know when you have said it.

J. L. CUNNINGHAM.

In the Intercolonial Staff Record.

Another Epigram.

The Sun Life of Canada is "Prosperous and Progressive."