

Hampshire, assume to understand and dictate in matters they know but very little about. Most people, for instance, would scout the idea of an icehouse being a hazardous risk; yet experience has taught the old companies that next to powder-houses there is no class of property more to be avoided, hence high rates must be charged. Experience proves that rates heretofore charged on farm buildings, especially in declining localities, are insufficient. The different character, location and surrounding circumstances attaching to this class of property render a just rating very difficult. Other classes of property change with times and changing conditions. Fire insurance and how to conduct it safely and equitably affords a broad field for study, and men who devote their lives to the subject never cease learning. When a man, therefore, boasts of having solved the problem in a few months, he only proves that he knows nothing worth the knowing. He has not even penetrated the rind of the subject. If rates are too high, the fact will be demonstrated, and they eventually find their proper level.

Better than Contingent Commissions!—An ingenious gentleman, prominent in fire insurance circles, thinks he has found it, and we are not sure but he has! The rub will come when "the other companies" are asked to share it—for the find is a reform, not a dollar! In looking over the life plan of doing business he finds that the longer he pays his premium the more heavily he is obligated to keep on paying, and to the same company. As he expresses it "my life company has got a mortgage on me," and he suggests whether or no the fire people can get a hint from this fact, and apply some sort of modification of it to their business. His suggestion is to cut down the commissions on new business to say 5 per cent. and pay 15 or more on renewals! This would remove from the agent all inducement to change the business about and would give to the companies a feeling of security and steadiness, allowing each to retain what it has. The assumption is that the large companies would to a considerable extent cease to be competitors for new business if they could be assured of the safety of what they already have—the incessant struggle for new business being in reality mainly a struggle to keep from falling behind. If effort could be thus shifted from the fight for new to the cultivation and supervision of old, the business would be better done and with more profitable results.—*Insurance Monitor.*



MURRAY CANAL.

Notice to Bridge-Builders.

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Bridges, MURRAY CANAL," will be received at this office until the arrival of the Eastern and Western mails on FRIDAY, the 20th DAY OF AUGUST next, for the construction of Swing Bridges at several places on the line of the Murray Canal. Those for the highways are to be a combination of iron and wood, and the one for railway purposes to be of mild steel or wrought iron.

Plans, specifications and general conditions can be seen at this office on and after FRIDAY, the 6th DAY OF AUGUST next, where forms of tender can also be obtained.

Parties tendering are expected to have a practical knowledge of the class of works required, and are requested to bear in mind that tenders will not be considered unless made strictly in accordance with the printed forms, and—in the case of firms—except there are attached the actual signatures and nature of the occupation of each member of the same. Further, a bank deposit receipt for the sum of \$250, for each bridge for which the offer is made, must accompany the tender, which sum shall be forfeited if the party tendering declines to enter into contract at the rates stated in the offer submitted.

The deposit receipt thus sent in will be returned to the respective parties whose tenders are not accepted.

This Department does not, however, bind itself to accept the lowest or any tender.

By order, A. P. BRADLEY,
Secretary.

Department of Railways and Canals,
OTTAWA, 27th July, 1886.

CONNECTICUT FIRE INSURANCE CO'Y, OF HARTFORD, CONN.

**CASH CAPITAL, ONE MILLION DOLLARS.
CASH ASSETS, TWO MILLION DOLLARS.**

J. D. BROWN, CHARLES R. BURT, L. W. CLARKE,
President. Secretary. Asst.-Secretary.

SUN LIFE

«ASSURANCE COMPANY»

OF CANADA.

BUSINESS OF 1885.

Income, \$319,987.05. Assets, \$1,411,004.33. New Life Applications, \$2,608,071.48. Life Policies in force, \$7,930,878.77.
Increase, 41,607.40. Increase, 136,607.09. Increase, - - 707,229.30. Increase, - - 1,086,474.73.

R. MACAULAY,
Managing Director.

THOMAS WORKMAN,
President.