

and never went without a hundred dollars in his pocket. Small express parcels came tumbling in for Gadsby every day; he sent out the money for these by every mail. We used to wonder at his queer ways, but he was working up a business.

To give you an idea of the originality of the man: he would take say a piece of flannel that cost him 20 cents a yard, and would sell it at 24 cents. Then he would give everybody a sample to show to their neighbors. He would argue thus with his customer: 'If I gave credit I would have to get 30 cents a yard; see what you save! 6 cents a yard. I divide the profits with you—our interests are mutual—by paying spot cash I can buy a new piece every week. I make a discount four times a month, we are both the gainers. Your dollar goes as far as \$1.25 will go where you get credit.' Or to another customer he would say: 'If I gave credit I would have to close up in a month, for I can't get any credit and I don't want it.'

One day, when several people were in Gadsby's, his mother asked to have something charged to her. He refused to charge it. He offered to lend her the money to pay for what she got, but he would not break the rule. She got mad, and came over to us. It got all round the township that Gadsby had refused to credit his own mother! I tell you that was a trump card for him—he was never asked for credit afterwards. Gadsby's mutual profit-dividing system 'caught on' like wild-fire. He advertised by giving away samples at rock-bottom prices—in fact he always kept a 'leader' or two, which he sold at cost. Scores of people who had owed us for years found their way into Gadsby's back door which opened into the hotel yard. It was a mystery to us how he did it, but soon Gadsby took in more eggs than we did, and they were equal to cash. In fact he was always busy; he got two of his sisters to help in the store; his stock gradually increased; his trade doubled; three years from the time he opened he owned a clean fresh stock worth \$4,000, and did not owe a dollar. At first we clerks laughed at him for a half fool; but, as it turned out, the fools were living on our side of the street, and all the laughing was over to Gadsby's.

Uriah is well off now, enjoys himself too; he is quite a philosopher in his way; takes a day's fishing and hunting once in a while; looks after his orchard, garden, and pony. Like *The Village Blacksmith*:

'He looks the whole world in the face,
For he owes not any man.'

Yes, Gadsby taught me a lesson that I am not likely to forget.

INSURANCE NOTES.

Many a person's conception of what it means to lean on Providence is as hazy as that of the woman in China, Me., who called on a local insurance agent the other day, to inquire about a policy for her house. "Ye see, squire," she said, "we haven't had it insured for some time. We've been kinder trustin' in the Lord better'n seven year, but to my mind in these times it's ter'ble risky."—*Lewiston Journal*.

Contracts have been signed for a complete system of water-works for Galt. Goldie & McCulloch, of that town, and Garson & Purse, of St. Catharines, are the contractors. The total cost is likely to exceed \$100,000.

The Montreal Board of Trade enquired of the Canadian Fire Underwriters as to the prospect of a reduction in premium rates in

that city. The reply that association wrote was that "the experience of the protection afforded by the augmentation of the Fire Department of this city is not sufficient, nor does it cover an adequate period to enable the association to sanction at present any reduction in rates. It is, however, the desire of the association to afford the public the fullest benefit which any improvement in results, when ascertained, may warrant."

An insurance agent at Brampton, D. Hunter, who did quite a stirring business, left that town ten or twelve days ago, ostensibly to visit the office of the Waterloo Mutual. He has not reached there, but we believe has reached Chicago, and his return is greatly questioned, for he is behind with remittances, and said to owe, to various companies, \$2,000 to \$3,000 in all.

The president of the Commercial Travellers' Mutual Benefit Society, Mr. R. L. Patterson, has been consulting the insurance superintendent at Ottawa as to the proposal of the trustees to issue policies to members for \$2,000 if desired, instead of \$1,000. The inspector thinks this will be legal.

Referring to the proceeding, sometimes practised by one life company upon another, known as pirating of one another's agents, Mr. Hegeman, of the Metropolitan Life, says: "I believe that any man has a right to sell his services for the best price obtainable; but it is bad business, immoral, and altogether wrong for one company to set about with deliberation to decoy or seduce another company's agents."

An important proposition by president Henry B. Hyde, of the Equitable Life Assurance Society, appears in the *Chronicle* holiday number. His suggestion is as under:

"The time has come when certain reforms must be inaugurated in the business of life insurance. I am prepared to pledge the Equitable to an agreement with other companies to secure every essential reform, upon such conditions and penalties as will ensure good faith on the part of each contracting company. I propose as a beginning an agreement between six or more of the presidents of the largest life insurance companies that they will not, under any circumstances, 'steal' agents from one another. This is the greatest disintegrating element existing, and it is impossible to put the business of life insurance on a proper footing as things stand to-day. If the insurance press, whose mission it is, among other things, to correct abuses in the business, will take up this reform, I will most cordially co-operate with them."

Among the first of the 1891 calendars which comes to hand is that of the Boiler Inspection and Insurance Company of Canada, in good, distinct characters.

The *London Review* of 10th instant says: "The Glasgow and London Insurance Company has made a call of £1 per share, at which we are not surprised."

The Guardian Fire and Life Insurance Company has resolved to pay an interim dividend of 25s. per share, being at the rate of five per cent. per annum, on the 1st of January.

At the recent celebration by the American Association for the cure of inebriety of its twentieth anniversary, Dr. D. D. T. Crothers, of Hartford, read a paper on "Alcoholic Inebriety and Life Insurance," and Dr. J. B. Mattison, of Brooklyn, one on "Opium Addiction as related to Life Insurance."

Very pleasing to the eye are the shades of violet and brown which predominate in the

1891 wall calendar of the Western Assurance Co. It is the same size as that of last year, and the dates can be plainly read across the width of an average office.

The Court House employees in Montreal do not seem to welcome the paternal legislation proposed in Turgeon's Bill, now before the Quebec Legislature, and which has for its object the abolition of the present pension fund to old employees, and the substitution therefor of a paid-up life insurance policy, whose premium is to be paid by a tax of five per cent. per annum on the salaries. The employees are not at all displeased with the substitution of an insurance policy for a pension, but what they do object to is that by the Bill they will be obliged to transfer the policy to their wives and children.

Correspondence.

DOMINION BUILDING AND LOAN ASSOCIATION.

Editor MONETARY TIMES:

SIR,—Granted that the Dominion Building and Loan Association pays investors well, how is it for the borrower?

It is especially claimed by this society that while only 5½ per cent. interest is charged, the gradual reduction of the debt makes it easy for the borrower, who, if borrowing in the usual way (interest payable yearly and principal at end of period), would pay interest all right, but in all probability would not provide for the final settlement.

A borrower from this company requires to make a monthly payment of \$15 for eight years before his debt is wiped out, while an investor paying \$6 a month for same period is promised \$1,000 at expiration of the time.

Suppose that A borrows \$1,000 for eight years at 6 per cent. (½ per cent. more than Loan Company would charge him), and to provide for payment of the loan at maturity takes stock for \$1,000 in the Dominion Building & Loan Association, how would his payments compare with those of B, who borrows \$1,000 from the Dominion Building & Loan Association?

B's monthly payment.....	\$15 00
A's monthly cost for interest.....	\$5 00
A's payment for \$1,000 stock in Dominion Building & Association	6 00 11 00

A's net monthly saving..... \$4 00

Clearly A pays his interest, and provides for payment of his loan, and is ahead of B \$4 a month. Were this monthly saving invested with the D. B. & L. Ass. Co. for eight years, it would net him \$666, just which amount he would be better off than B.

It strikes me that the borrower from this association pays pretty high premium for the privilege of having the immediate use of the par value of his shares.

Should the association fail to loan all its funds at these advantageous rates, how would it fulfil its promise to investors?

Yours truly, ENQUIRER.

[This last enquiry is especially pertinent. It seems to be taken for granted by this and similar projected concerns that they have only to offer their funds to have them eagerly borrowed. We take leave to doubt it.]

MONTREAL CLEARING-HOUSE.

Clearings and Balances for the week ending 25th December, 1890, were as under:

	Clearings.	Balances.
Dec. 17.....	\$1,575,651	\$147,232
" 20.....	1,708,335	280,400
" 22.....	1,367,332	175,830
" 23.....	1,771,260	181,806
" 24.....	1,451,846	138,704
Total	\$7,873,924	\$ 923,972
Last week	\$8,705,308	\$1,143,916
Cor. week 1889	6,887,917	\$ 847,280