

responsible for the safety of the vessel, but also affording an incentive for careful navigation and decreasing the risk of loss on all boats even in cases where the bonus is not actually earned.

Winnipeg Manager of Canadian Bank of Commerce, to take Charge of its New Branch in Mexico.

J. P. Bell, of the Bank of Commerce, Winnipeg, has been selected by the directors of that bank to take charge of its new branch in Mexico. Mr. Bell has been inspector for the central western division of the bank's branches, with headquarters at Winnipeg, for the past four years. Before coming to Winnipeg he served the bank in London (England), in New York, Toronto and Dawson city.

The Mexican branch will open about the first of May. Alex. Laird, the general manager of the bank, has been for some time in that country with a view to looking over the ground.

Civic Expenditure in Vancouver, B.C.

This is a statement of civic expenditure in Vancouver in past years, together with the estimate for the year 1910:

1910	\$2,154,113.72
1909.....	1,644,617.56
1808.....	1,388,669.04
1907.....	1,231,121.16
1906.....	808,772.90

The above figures will enable the reader to understand what it costs to run the business of the city of Vancouver for a single year, and also to obtain the tremendous development which has been forced upon the authorities within the brief span of five years because of the advancement of the city along all lines. From 1906 to 1910 is but a comparatively brief span yet in this period the business devolving upon the civic authorities has increased 160 per cent.

Imperial Limited Service between Montreal and Winnipeg.

The Imperial Limited service between Winnipeg and Montreal will be resumed this year on April 19. For the past few months trains No. 1 and 2 have been operated between Winnipeg and Calgary only. Trains No. 96 and 97 are the only ones running through from Montreal to the coast. After April 19 trains 1 and 2 will run from Calgary to Montreal and a little later in the season they will be operated through to the Pacific coast.

Distinguished Englishmen to Visit Winnipeg.

A number of Great Britain's most celebrated men are expected to visit Winnipeg during the coming summer and the management of the Canadian club has communicated with them to learn particulars of their itineraries with the object of inviting them to be its guests during the time they are in the city.

Among the most noted of these is Sir Ernest Shackleton, the Antarctic explorer. He visits Canada early in May and it is probable that he will come west.

General Sir John French and General Sir R. S. S. Baden-Powell, who were among the most successful of the British leaders during the Boer war, are also expected during the coming summer.

Salmon cannery operating at points along the Northern British Columbia coast from Alert Bay to Naas harbor have failed to reach an agreement

among themselves as to the limiting of the number of boats to be fished during the coming season as suggested recently by Mr. J. P. Babcock, deputy commissioner of fisheries. It is reported that some of the cannerymen favoured the establishment of a limit while others demurred, the result being that no action was taken.

There is some speculation now as to whether the Provincial Government will step in and itself fix a limit on the number of boats which each cannery may fish.

In the meantime the northern cannerymen are making preparations for the coming season which will open on June 20 this year instead of on July 1, as was the case last season. Men are being engaged and supplies arranged for shipment to the various canneries. The outlook is for an excellent season, it being stated that buyers are already offering \$1 more a case for fish than was obtained last season, the year of the big run. The English market is reported to be in very healthy condition, the stocks carried at present being said to be smaller than those held in 1906, the year following the last big run previous to 1909.



WHAT AN INSURANCE MAN SHOULD DO TO GET HIS SALARY RAISED.

The above is the title of an able address delivered by Mr. Charles Lyman Case, United States manager of the London Assurance, before the Insurance Society of New York recently. Mr. Case said in part:—

"Of course, we are all looking, particularly at the early part of the year, for an increase, excepting a few of us who realize that we are getting all that we are entitled to—all that we can earn—and instead of looking for more we are looking to render service that shall prove sufficient to justify a continuance of our present income, but this I know is quite exceptional.

It is my judgment that to secure an increase of salary one should deserve it by giving his employer a largely increased measure of the following five qualities: Tact, executive ability, education, enthusiasm and loyalty; and I have it in mind to speak to you about five minutes, more or less, on the importance of each of these qualities.

First of tact, which may be defined as the art of saying and doing the right thing at the right time; an insurance man needs tact as to the general public whom he meets, as to those below him in rank in business and those above him. He needs tact as to the public in being quick and eager to see their point of view—he needs to know his customers and to be desirous of satisfying all of their reasonable demands, and of quietly, gently and inoffensively refusing their unreasonable requests. It is highly desirable that he should know them by sight; he should have his mind so on his business that the minute a customer or a customer's representative enters the office that he should know him; that he should be able to call him by name, and not apologize by repeating that miserable, worn out old story that his face is very familiar, but his name has really escaped his memory.

It is very necessary to exercise a tactful courtesy towards one's inferiors in rank. They are your