

other safeguard of a Japanese system, assisted by a high tariff, make it impossible for the Canadians to do by their neighbors as they are done by.

Mr. Robertson, we think, will share in our views on a broad measure of the question. And now, to return to the question of the evils of a cast-iron tariff, an inflexible rate of charge on importations, we think that a nation like ours, never staid in its movements like Britain, with industries still growing, and liable at any time to be destroyed by misapplication of a tariff, should have a system more largely classified for goods subject to payment of duties; and that, in view of the fact, the necessary knowledge is with difficulty attained, by which to judge the value and nature of goods subject to certain duties, the privilege of importing anything but absolutely raw material should be confined to ports of comparative commercial importance.

A tariff laid on the whole country like a crust formation would bind its energies, but one which assisted the great industries of the Dominion would develop its wealth rapidly, and, if wisely formed, would be a powerful aid in making our *Canada* a power in the commercial and manufacturing world.

STILL ASKING FOR MORE.

To the Editor of the *Journal of Commerce*.

DEAR SIR,—A gentleman came into our office one day and wished the rate for an insurance on his store and the goods therein; after examination by a competent inspector we told him that our rate would be one per cent. per annum.

Finding that his insurance was costing him a great deal of money, he bought some hose, drilled his men as a fire department for the protection of his premises and bought a force pump for their use.

Next year he came back again and demanded a lower rating on account of these improvements, which we conceded, although we knew that these things often fail at the critical moment, as we had seen them do in other cities as well as this one.

So soon as he had got his policy at the lower rate, he sent his assistant book-keeper round to demand of us the money he had laid out in pumps, hose, &c.; this we thought unfair because, on account of these things, we had reduced his rating.

He went straight off and put the thing in suit, and we, being a Fire Insurance Company, without any rights in the world, were held clearly liable for the outlay, as it was shewn conclusively to have been incurred solely for our benefit.

We managed to live through this by

fortunate investments of our capital, and thought we were safe for the future; but next year our friend came along again and told us if we did not reduce his rate still more he would get up a company of his own, or insure in a mutual, and would make the country too hot for us by an exposure of our extortions.

We let him go, easing him off by taking a smaller line at the reduced rate, thinking this better than quarrelling with him; but, what do you think he did next?

He got hold of a lot of our forms and one of our most violent men and organized his company, and in it carried everybody's business for half rates, certain sure that we should repent and beg of him to return to his old friends who had carried him safely through so many disasters.

We for "auld acquaintance" sake next year carried his risk at one quarter per cent., although we knew it was honestly worth one per cent., but we had large investments in the country, and had incurred too much expense in building up our business to see it go away without making some sacrifice in hope of better times, consequent upon the experiences of our patron's insurance company and its balance sheets.

Well, our friend finding us so anxious to oblige him, came to see us again, or rather sent around the person who collects his little bills, demanding now that we pay the expenses of running his force pump and hose. Now it is pretty good hose, oak-tanned like his own cheek, no blush will ever be seen on either, and, as for his force pump, he got all his clerks together and tried it on us, and we wilted to the tune of three hundred dollars a year.

We are firm believers in all those old maxims such as "Stick to your colours," "No surrender," "The old guard dies, &c.," "Turn the other cheek," "Give him thy cloak also," and so on, and we mean to practice as we believe.

This year, however, our patron *has* patronized us, we are carrying his fire risks *for nothing*, paying him three hundred dollars a year, three per cent. on everything we receive from the head office for the purpose of paying losses. We have bought him new hose and a new set of fire extinguishers, and now *we are going to build him a railway from Montreal to Quebec*.

He has built himself a flimsy brick encased patent roofing covered shell of a store, with hot air furnace, well holes from the basement to the sky-lights in the immense mansard roof; he has a lumber yard on one side, a varnish and petroleum oil shed on the other, and is

going to put up an immense wooden sign with "City of Montreal, Province of Quebec," painted thereon, with Ontario Commissioners' conditions attached.

He generally is so modest as to communicate with us through a friend of ours named Glackmeyer and we always sign

INSURANCE.

Montreal, Feb. 1st., 1876.

THE OTTAWA AGRICULTURAL INSURANCE COMPANY.

It is a rare thing now-a-days to find a new business launching into undoubted prosperity in a few months after its inception; but wherever it exists it is doubtless owing to superior good management or to the actual necessity that existed for its establishment. Both these conditions apply to the Company whose name heads this article. The good management which hitherto has specially characterized every act of this Company in its organization and its efforts for public patronage, during a period of unusual general depression, has resulted in placing it in a position seldom acquired in so short a time. It contains a lesson for some of our business men—that one cause of the troubles under which many individually labor may be more directly traced to bad management than to many of the usually ascribed causes. This management commends the Ottawa Agricultural Insurance Company more especially to the farming community whose property, not so likely to burn out as that in cities, requires insurance in a company whose affairs are managed with special reference to this class of risks, and this characteristic makes it also a safe investment for the shareholder. Conflagrations being unknown in the history of such companies the insured is also amply guaranteed against failure through such disasters.

The respectability of the directors of the Ottawa is ample security that nothing dishonorable will ever be allowed to tarnish its reputation for honest dealing and for giving straightforward statements of its condition. Although "figures can be made to lie," the Ottawa will none of it.

At the annual meeting, a report of which we gave our readers in our issue of the 14th ult., it was advised, and since decided, that, owing to the steadily and rapidly increasing business of the company, the capital stock be increased according to power granted by the charter to \$1,000,000. This is being rapidly taken up.

As a slight instance of the business of the company we may mention that, since the 14th of August last, on which day