always responsible for *being* still an agent, but his *company* frequently is. He may have some fancied *influence* in his community, and although honourable and reliable beyond said influence, he has no other claim under the sun to represent his company in the important position of local agent. Possibly, he is a merchant, or a lawyer, and not unfrequently a bank officer, and "takes on" a company avowedly for no other purpose than to help pay his bookkeeper, or to make a little more pocket change, or to eke out his meagre salary, using his (?) influence as a "bank officer" as a bait for business.

How thoroughly *educated* he is for his position! Any risk with 15 per cent. commission is "A 1" to him, the greater the hazard, consequently, the higher the rate and the *increased commission* make a risk all the more desirable, and his general agent, or manager, is dubbed "a fool" if he disagrees with him, or politely asks for the cancellation of the policy.

Tariff associations to him are "nuisances;" they interfere with a man's *legitimate business* and dictate terms to which he, "for one, will never submit"—if he can help himself. What does he care how many "instruction books for agents" have been written by students of their business, and as to insurance periodicals, they are "trash," and the waste basket usually devours them. Contracts written by such agents are framed for the pleasure and satisfaction of the assured. He has furnished the agent with the usual "concurrent form" which "all companies write for him," and it is attached to the policy and the usual "other insurance permitted," tacked on, and the satisfied assured goes off well pleased that he has the most "accommodating" insurance man to do business with in the city, and rests serene until some unexpected fire throws light upon the form and contract of this "accommodating" agent, and when the educated special calls to adjust the loss, and clearly shows the assured that he has no claim on the company for this thing and that—"not covered by the policy"—said educated special and his worthy company are called "swindlers," and the pleasant "accommodating local" joins in the abuse heaped upon them. Must this thing go on? So long as it does loss ratios will exceed premium receipts in disastrous proportions. Let our companies select good men and *true* for their agents—educated men, and then continue to educate them. Let our agents study their business as the student does his text book, and then *continue studying* his business. Griswold & Moore, Tiffany & Hine, and a host of others have written plain and explicit works on insurance. Begin your library, have it ever before you, and study the authorities of your business, and then *keep up* with the current literature of insurance. Read the journals, magazines and weeklies that are within the reach of every underwriter in the country, and we will *elevate* our business to that high and lofty place in the world's commerce to which it so justly belongs. It will then be regarded by the world as "One of the noblest creations of human genius. From a lofty height it surveys and protects the commerce of the world. It scans the heavens; it consults the seasons; it interrogates the ocean, and regardless of its terrors or caprice, defines its perils and circumscribes its storms. It extends its cares to every port of the habitable globe, studies the usage of every nation, explores every coast, and sounds very harbour."

"To the science of politics it directs a sleepless attention; it enters the council of monarchs, watches the deliberations of statesmen, weighs their motives, and penetrates their designs. Founding on these vast materials its skilful calculations, secure of the result, it then addresses the hesitating merchant: "Dismiss your anxiety and fear; trust in me; summon all your resources,, put forth all your skill, with unfaltering courage pursue your adventures. Succeed, and your riches are enlarged; fail, and they shall not be diminished. My wealth shall supply your loss. Rely upon me, and for your sake, at my bidding, the arm of your enemies shall be paralyzed, and the dangers of the ocean or the flaming pile cease to exist! The merchant listens and obeys, and is rewarded. Thousands follow his example. Those whom it had long separated the ocean now unites. The quarters of the world approach each other, and are bound by permanent ties of mutual interest and benefit."

NEW AGENCY DIRECTOR OF NEW YORK LIFE.

Mr. G. F. Johnston has been appointed agency director of the Montreal branch of the New York Life Insurance Company, and since January 8 has had charge of the office here. Mr. Johnston started his insurance career in the Sun Life of Canada about twelve years ago, and was subsequently appointed manager of the Company's West Indies and South American department, and was afterwards appointed general superintendent. He served in a similar capacity for the Manufacturers' Life, and was finally appointed manager of the Canada Life Insurance Company's agency for Western New York at Buffalo, which position he has just resigned to accept his present one.

Mr. Johnston has had the experience necessary to qualify him to fulfil the duties of his present position with the greatest satisfaction to the New York Life, and we wish him all the success he deserves.

LECTURE ON WIRELESS TELEGRAPHY.

Professor Rutherford, of McGill University, delivered a lecture on the evening of 20th inst., in the Physics building of that institution, upon "Wireless Telegraphy." The Professor's demonstrations were exceedingly interesting. By means of an electric bell he showed that a wave of electricity started in a distant part of the building impinged upon a receiver on a table in front of the audience, the vibrations of which thus set in motion caused the bell to ring and marks to be made on a tape as is done by a familiar instrument—the "Ticker." These electrical waves were stated to have the properties of waves of light, as they could be reflected, refracted and polarized. To Clark Maxwell, of Cambridge and Hertz, of Germany, belong the distinction of discoveries in which were the germs of wireless