

is no matter of detail too insufficient to be overlooked. The smallest amounts steadily added to capital will in time amount to a sum that will simply astonish you. There is much force in the old proverb, "take care of the pennies, and the pounds will take care of themselves." Be assured that if you want to have a competency as years increase, you must be careful and diligent when you are young.

Go into any warehouse, and you will not be long there before you will be able to pick out the men who are of value to the establishment, and make their work felt. Such men will rise, but what of the others? They will soon be unheard of. The men who give their whole attention to the business before them are the successful men of life. Your success in after years greatly depends upon the manner in which you act in this college.

A word or two, then, as to what is essential after you leave the college. 1st, Be willing to begin at the bottom, do not think that when you have left this college that you know everything. If you have learnt the secret of obtaining knowledge in your business and possess the spirit which will make you an anxious and willing learner, you have learnt that which will prove of inestimable value to you. 2nd, Be patient. Impatience is the curse of thousands. Remember that Rome was not built in a day. That you do not find upon the tree at the same time the fragrant blossoms and the ripened fruit. That success is a thing of slow growth. Look at the oak, how slowly it grows. Every year it gives back to the soil in foliage and acorns more than it takes from it. Not so with the poplar; its growth is rapid. Owing to its hasty and greedy nature it impoverishes the soil, giving little or nothing back. Be an oak, not a poplar.

Be patient; don't begin to think, after you have been in a concern for six months, that you could run the establishment. Don't say to yourself, after you have been a year in a house, that you are greatly underpaid and unless an important change is made in your position you will leave. There is too much of that self-importance to be found in young men to-day, too much of the impatience which forebodes failure. You will leave, you say. Well, suppose you do, who do you think would be the loser? You or the establishment? Would the customers leave the house? Would the banker inform the proprietor that his bank account would have to be curtailed? Or do you suppose the concern would collapse? Oh no, it would go on, and the probability is that you, like many others, would have abundant opportunity of realizing, perhaps when too late, that you had made a grand mistake. Don't be afraid that the ability you possess will not be recognised; if it is there it will shine out. It will produce its effect. It will meet with its acknowledgement and it will produce its result with a large class of the disaffected and the disappointed.

A difficulty with many persons lies in the fact that the ability of which they think themselves possessed is appreciated by none but themselves, and too often exists only in their imaginations. Be patient. Remember that physician who became famous after being almost unknown for twenty years. That lawyer who achieved such a brilliant success, electrifying every one who heard the subtlety of his reasoning had spent a like period at the bar. That merchant, whose operations reach away into various continents and whose operations are estimated by millions, was content to be a hard toiler for himself before his name and his power became felt. But in all these cases the ability was there; the strong common sense was there; the patient industry was there; and in the end they led to success. Be patient.

Oh, you say, that is all very well. I don't want to wait until I am an old man to become wealthy. I want to be wealthy now. Let me say to you that the joy of the successful man lies in achieving success, and that he tastes of this every day, and every hour not, when the structure is completed, merely, but when it is being put together.

Would you believe that the greatest calamity that could possibly happen you would be to receive the announcement to-day that a sum of \$10,000 had been left to you and that you had merely to call and give the satisfactory acknowledgment and draw the amount. In such circumstances about one man in ten thousand would have common sense to keep him from making a fool of himself along with the other 9,999. To get this money without

working for it, would disturb any plans of usefulness they had formed. It would dwarf their energies, it would damp their ambition, it would blast their prospects.

Your own right arm, your own health, your own business training, your own determination is capital, to you vastly more valuable than any chance bequest. Use these diligently in achieving success and when that crowns your efforts you will be able to realize that you have been the architect of your own future. Be patient. You cannot all go into business, you cannot all be merchants, but you can all rise to positions of trust and responsibility.

The man who occupies a confidential position in any house occupies a proud position; one in many respects freed from responsibilities which attach themselves to large business obligations. Aim at such positions for these your training in this college should eminently qualify you.

INSURANCE NOTES.

The president, and one of the founders of the Agricultural Insurance Company, of Watertown, N. Y., Mr. Isaac Munson, died on the afternoon of March 10. He was for many years secretary, and succeeded to the presidency in 1882. In all these years he was an active and devoted manager of the Agricultural and contributed largely to the company's success.

FIGURES CANNOT LIE?—"Spain is a country where two and two make five," said Talleyrand. If he had been acquainted with the "ratio of expense to income," and the "assets to liabilities," which figure in the advertisements of the modern assessment life insurance companies, he would have probably mentioned a different locality.

An enquiry into the causes of fires in the city of London occasioned the survey of some 30,000 fires that occurred in the metropolis between the years 1833 and 1885. The percentage of the causes was as follows: candles, 11.07; children playing, 1.59; curtains, 9.71; flues, 7.80; gas, 7.65; lucifers, 1.4; smoking tobacco, 1.40; sparks, 4.47; spontaneous ignition, 0.95; stoves, 1.67; other known causes, 19.40; unknown causes, 32.88. Among these last it was believed that not a few instances were attributable to incendiarism.

The Sun Life Assurance Company, whose annual meeting is to be held on the 29th instant, has done during 1885, we are told, a very large business, and has made great strides towards the top of the class as regards volume of new assurance.

This method of securing capital by means of life insurance is almost the direct opposite of borrowing money. A man borrows money for present needs, to be repaid by and by; he insures to provide for future needs, and never repays the principal at all.

The promoters of the "City Mutual Fire Insurance Co." held a meeting in London on Tuesday last, when it was resolved to establish a mutual company for the purpose of doing a general fire insurance business throughout the province. Applications were made at the meeting for over \$60,000 insurance in the new company.

FIRE RECORD.

ONTARIO.—Goderich, Feb. 20th—J. Imrie's stationery store gutted, insured in B. A., London, Phoenix & Hartford.—Brantford, 25.—Pattern room of Watrous Engine Works Co. damaged \$300.—Teeswater, 25th.—Grabill & Rivers' carriage shop, loss \$800; insured Huron & Middlesex \$450, building \$1,000, insured Wellington Mut. \$800.—London, 25.—Daisy Roller Rink burned, covered by insurance of \$600.—Orillia, 28.—Warner & Co's store destroyed, loss heavy, insured.—Port Perry 28.—Parrish's brick block destroyed, total loss \$30,000. The losers are James Boxall, stoves and tinware; W. T. Parrish, hardware; J. H. Brown, general store; Mrs. Currie; Oddfellows, Workmen and Chosen Friends societies; Wm. Brock, loss on stock; S. E. Allison, druggist, and W. Hiscoc, baker, loss by removal of stock.—London, March 1.—A row of tenement houses owned by ex.-Ald. O'Connor damaged \$3,500; insured.—Windsor, 2nd. S. Walsh's shoe shop burned, loss on stock \$2,500, on building \$200.—Niagara, 3rd.—Mrs. Burton's cot-

tage burned; insured. The building occupied by P. Lynch, saddler; R. Fuller, fancy goods; W. D. Webster, jobber, completely destroyed. A. S. Irving's building, Ross' barber shop, and a dwelling destroyed; insured. Robt. Rogers and Fred Best's shops destroyed also. The shop and dwelling of Mrs. Sherlock badly damaged. Total loss about \$3,000.—Brockville, 4.—Feehan's store burned.—Palmerston, 4.—Methodist church destroyed; loss \$3,500, small insurance.—St. Thomas, 6.—A house owned by Geo. Howse destroyed; loss \$1,000; insurance \$500.—Norwood, 9.—Minaker's carriage factory destroyed, loss \$2,500; insurance \$300.—Forest, 9.—Jones' frame block destroyed; following are the losses: T. Jones on building \$4,000, insured; O'Neil's building \$800, insured; John N. McKenzie's general stock, partly burned, balance damaged by removal, insured for \$3,600; W. C. Dillon's grocery stock, insured for \$3,000; Frank Anderson, book store, stock burned, insured \$300; Charles Robinson, billiard room, insured for \$600; others damaged by removal, loss covered. St. Catharines, 16.—James Williamson's dwelling burned; loss \$850; insurance on building \$300.—Chesley, 11.—Steven Bros.' sash and door factory destroyed; loss \$7,000; insured \$2,000.—Welland, 11.—The farm house of Mr. Cruickshank burned; loss \$3,300; insured for \$2,000.—Chatham, 12.—The cotton batting factory; insured in two Waterloo companies.—Carp. 12.—Residence of John Armstrong burned; no insurance.—St. Catharines, 14.—Coy Bros' hardware store, J. R. Gibbons' hotel, and B. C. Fairfield's book store, damaged. Coy Bro's loss \$4,000; insured; Gibson, \$800, insured. Coy Bros' loss is \$4,000, partly insured, the building owned by S. Neelon fully insured.—Uhlhoff, 14.—Lahing & Fraak's saw mill destroyed; loss \$3,000; no insurance.—Acton, 16.—A pump factory and carpenter shop occupied by Thos. Ebbage burned; building insured in Waterloo Mut. for \$1,200.—Teeswater, 16.—Little's flour mill consumed; loss \$6,500; insured in Ont. Ins. Ass. for \$5,000.—Toronto, 15.—A shed in the rear of Givens Bros, 67 Queen West, burned, ten bales of hay and two horses burned. Lennox's saloon and C. J. Housman's second hand store damaged. Givens Bros insured for \$1,100 on building in Nat. & Scot. Union, and \$800 on stock in Lon. & Lan. Lennox insured for \$2,000 in Western. Jacob Abraham's dwelling, 75 Nelson st. damaged \$150.

OTHER PROVINCES.—St. John, N. B. 4th.—Clarke & Odell's brick building and stock damaged slightly, covered in Citizens.—Hull, Que. 5th.—McLea's grocery took fire, stock destroyed, insured \$1000 on stock, \$1000 on furnishings. Lapierre's general stock water-damaged \$2000. Registry office burned; loss \$4000.—Petitcodiac, N. B., Feb. 26th.—A fire started in J. L. Brown & Co's store and destroyed a whole block including the Union Hotel, loss heavy.—Winnipeg, March 1st.—the C. P. R. depot destroyed, loss about \$150,000; insurance \$40,000.—Montreal, 10th.—A fire started in Lunn & Lenoy's premises, the damage is estimated at \$205,000, as under: Mr. Burland's building, \$25,000. Ex-Ald. Genereux's building, \$30,000. Park Bros., stock destroyed, \$15,000. Bacon Bros., stock destroyed, \$15,000. Ed. Lichtenheim, stock destroyed, \$10,000. Mongenais, Boivin & Co., wines, etc., \$30,000. A. Racine & Co., dry goods, damaged by smoke and water, \$20,000. P. M. Galarneau & Co., dry goods damaged, smoke and water, \$25,000. Thibaudeau Bros. & Co., dry goods, smoke-damaged, \$35,000. The insurances are as follows: Thibaudeau Bros. & Co., fully insured. A. Racine & Co., fully insured in the Com. Union, Citizens and Sovereign. Mongenais, Boivin & Co., fully insured in Royal Canadian. Ex-Ald. Genereux, insured in L. L. & G. for \$17,000. Ed. Lichtenheim, fully insured in Com. Union. Mr. Burland, insured in Royal Canadian for \$15,000. St. Denis, 11th.—the Roman Catholic church, totally destroyed, valued at \$20,000, insurance \$8,400.—Charlottetown, P. E. I., 4th.—Younker & Offer's carriage factory, along with blacksmith shop of F. Foster and dwelling house of Mrs. Weyman, destroyed.

—It has been decided not to close the School of Art and Design, in Montreal, until the end of April. The attendance thus far has been good, and some of the work already done excellent.