

## CANADIAN FIRE RECORD.

**Fire at Georgetown, Ont.**—On the 25th ult. a fire occurred in the Georgetown Herald plant. Loss about \$8,000.

**Fire at Fredericton, N.B.**—On the 25th ult. a fire occurred in the Opera House, Fredericton, N.B. Loss about \$2,000.

**Fire at Chelsea, Ont.**—On the 26th ult. a fire occurred on the premises of the Canada Beds Ltd. Insurance as follows: Hartford, \$10,000; Globe & Rutgers, \$5,000; Liv. & Lon. & Globe, \$15,000; Employers, \$5,000; Caledonian, \$5,000; Canada National, \$5,000; Royal, \$10,000. Total \$55,000. Loss about 25 per cent.

**Fire at Ottawa.**—By the fire which occurred on the 25th ult., on the premises of the Victoria Foundry Company, Ottawa, the following Companies are interested:—

Union of Paris .. .	\$ 5,000	Springfield .. .	5,000
N. Y. Underwriters ..	5,000	Phoenix of Hartford.	2,500
Niagara Fire .. .	5,000	North West Fire .. .	10,000
Century .. .	5,000	Liverp'l & Manitoba.	10,000
Palatine .. .	7,500	Queen .. .	5,000
Nova Scotia .. .	5,000	Fidelity-Phoenix .. .	2,500
Globe & Rutgers .. .	7,500	Norwich Union .. .	5,000
National .. .	10,000	Rochester Und. .. .	4,000
Nat'l-Ben Franklin ..	2,500	General .. .	5,000
Mount Royal .. .	5,000	Union of Canton .. .	6,500
North West National.	5,000		
		Total .. .	\$118,000

**Fire at Vermilion, Alta.**—By the fire which occurred on the 11th ult., at Vermilion, Alta., caused by an explosion in a gas tank, several buildings were destroyed including the Town Hall, Royal Bank and Post Office. Insurance as follows:

North America .. .	\$ 5,000	Northern .. .	4,400
Canadian Fire .. .	5,300	London & Lancashire	2,500
Phoenix of London ..	7,685	Nova Scotia .. .	6,000
Home .. .	10,000	General of Perth ..	6,000
Caledonian .. .	2,000	St. Lawrence Und. ..	2,000
Union .. .	4,100	Equitable .. .	2,000
Union of Paris .. .	4,000	Scottish Canadian ..	2,000
Norwich Union .. .	3,500	Yorkshire .. .	4,000
Commercial Union ..	7,800	Phoenix of Hartford.	2,400
N. Y. Und. Agency ..	1,000	British America .. .	1,500
Queen .. .	3,000	Canada National .. .	1,500
No. West'n National.	4,500	British Crown .. .	1,500
Liv. & Lon. & Globe.	10,300	Sun .. .	1,500
Connecticut .. .	7,125	Springfield .. .	2,000
Guardian .. .	6,000	Mercantile .. .	5,500
Hartford .. .	1,800	Occidental .. .	2,500
Canada Accident .. .	3,000	Royal Exchange .. .	8,000
Liv. Manitoba .. .	2,000	Royal .. .	13,150
Pacific Coast .. .	6,000	North Brit. & Mer. ..	2,000
London Assurance ..	2,700		
American Central ..	\$1,600	Total .. .	\$169,160
		Loss about total.	

## TEMPERANCE IN ALL THINGS.

Mr. Chauncey M. Depew, hale and hearty at eighty-four years, testifies that two-thirds of his friends have died of eating too much. He resents the suggestion that eighty-four means eighty-four years old. It is convincing, however, that of the men of his acquaintance once as young as he two-thirds have dug their graves with their teeth.

Many years ago Mr. Depew learned that the only path to Ponce de Leons, Spring of Eternal Youth, was that marked by temperance in all

things, particularly in eating, and he has followed that path to his own joy and that of his fellow men.

Real sacrifices, it is expected will be asked of the Canadian people before the war is over, at the present moment the alleged sacrifices consist mainly in giving up some of the softening luxuries to which many have become accustomed.

## SILENCE IS GOLDEN.

The idea was once prevalent that a Life agent, to be successful, must be a glib talker, and a few people think so yet. But undoubtedly the agent who makes a permanent success is the quick thinker, the man who sizes up the situation in a moment and adapts his course to conditions as he finds them.

Here is an illustration:—

I worked on a prospect about a year ago, and found that he was very stubborn, and not in a financial position to buy insurance, at that time.

The other evening, on my way home, I called at the factory where he is employed, and learned through the Salesmanager that he had recently been appointed foreman, with an increased salary. Of course, I realized that this was the time to talk insurance to him again.

After talking over the proposition, I had him admit that our policy was what he wanted—that he needed the protection—that the terms were satisfactory, but he was just as stubborn as he was a year previous. I advanced every argument at my command to close him, and having my application on his desk, asked him the various questions, and he kept on repeating that I was wasting my time.

At this critical period of the canvass, he took out his penknife and began to pare his fingernails, and did not answer the next question I asked him.

Intuitively I realized that "Silence was Golden," and did not interrupt his meditation for fully two minutes. When he raised his head and looked at me, I again said, "Mr. Doe, where were you born?" He immediately answered, and answered every question promptly, and when we reached the dotted line, I handed him the pen and said: "Please sign here," which he did very gracefully.

After I had secured settlement, I asked him, in the presence of the Salesmanager, what statement I had made in the canvass that influenced him to buy this policy. He replied that if I had not remained silent at the time he was meditating, I never would have written the application.

I feel that this experience is beneficial to every man selling insurance, and that there are many occasions when it is profitable and beneficial to the agent to give the applicant an opportunity to think.—Life.

## WANTED

Map Clerk for Tariff Fire Insurance Co., must be experienced, understand french and be well recommended. Apply to

MAP CLERK,

c/o The Chronicle.

MONTREAL.