

The trained salesman never starts out on a trip predicting failure. He believes in his ability to master all difficulties, and it is this very self-assurance that makes success possible.

ACCORDING to the *Courier*, the St. Croix Cotton mill is at present busy on orders. Nearly all its manufactures this season are colored goods, and an addition to the dye house will probably be erected soon, their accommodation in this department being too small.

Dry goods imports at New York this year as compared with last show a decided falling off. The foreign goods brought in from 1st of Jan'y to 1st of November, measured by value, are eleven per cent. less than in the same period of 1883, that is, \$85,052,632 against \$96,556,851. The totals are as follows:

	Ten ms. '84.	Ten ms. '83.
M'fr's wool.....	\$23,206,432	\$21,318,887
" cotton	15,278,835	19,885,432
" silk	27,902,697	29,886,270
" flax	13,121,078	13,858,618
Miscellaneous	6,451,590	6,608,144
	\$85,952,632	\$96,556,851

Worsted fabrics show the greatest decline, over \$3,000,000; cottons ditto, a decrease of \$1,500,000; piece silks, over \$2,000,000; linen fabrics, about \$1,000,000. The items showing an increase are woollen stuffs, shawls, velvets, raw silk, linen handkerchiefs, and straw goods, while kid gloves, feathers and flowers show a lessened import.

INSURANCE NOTES.

Referring to methods of provision for later days, the *Union Mutual* remarks:—"The other way to which men can look out for themselves in their later life, and for their families thereafter, is divided into two views of life insurance: one of which provides for the payment of a certain sum of money to the man himself, when he shall have attained a certain period of life, and is also payable at his death, whenever that may occur; and the other is the simple, ordinary life-insurance plan.

At a recent meeting of directors of the Citizens' Insurance Company of Canada, Mr. Hugh Montagu Allan, son of the late Sir Hugh Allan, was elected a director of the company, in the place of the late Mr. N. B. Corse.

THE Report for 1880 of the insurance commissioner of Missouri says:—"The danger comes from associations formed for the sole purpose of making money for their originators. They distribute four dollars to agents and officers where they pay one to widows and orphans. They are not only wrong in theory, but infinitely worse in practice, and from such the State ought to protect its citizens."

"Howard," the well-known writer for the *Boston Herald*, has had his eyes opened as to the assessment plan. "I may be pardoned here," he says, "for calling attention to a system of so-called co-operative life insurance which has come into vogue, and attracts many persons by the cheapness with which insurance payable after death can be had. We tried to do something of that kind here among the writers; but with a lofty spirit of disregard for all sound principles which should govern such business, no provision was made for the accumulation of assets to guarantee the fulfilment of our contracts or to meet these obligations as they might occur; and our sole reliance was upon assessments to be made upon surviving members. Now, that's all very well for the first few fellows who die. This, mind you, is a kind of savings that the man has to die to win in, and in no way takes hold of his own future comfort. I joined several of these associations, and for awhile all our assessments were promptly paid, and we did a great deal of

good to others; but the condition of no one of the associations which I entered is such as to show me any great evidence that their claims, which would be rather large, would or ever could be met."

Those of the public, says the *New York Spectator*, who are always croaking about the large profits of fire insurance companies, will be surprised to know that accurate statistics show that in the last ten years the 150 New York and other State fire companies reporting to the New York Insurance Department realized an actual profit on the business of underwriting of just \$4,740,970, on an invested capital of \$53,000,000 and aggregate assets of \$125,000,000. Each of the companies, therefore, paid to its stockholders, as profits on the business, scarcely \$32,000 in the entire decade. This item of \$4,700,000 represents the difference between the annual dividends to stockholders and the interest receipts of the companies for the past decade, showing the annual profit realized by stockholders on the business of fire underwriting. This certainly is not creditable to those having in charge the insurance business of the companies, for it is evident that almost the entire dividend payments to stockholders in these years have been drawn from the banking business or interest receipts of the companies.

Mr. James Sauter has been appointed inspector of agencies for the Liverpool & London & Globe Insurance Company.

Under the heading of Journalism and Life Assurance, the *Finance Chronicle* has this to say about French newspaper enterprise:—"The *Gaulois* undertakes to pay a sum of 5,000 francs on the decease of any member who may meet with his death on a railway or tramway, or by being run over by a vehicle in the street. A proportionate sum is paid for injuries received. All that is necessary to produce is the last receipt of subscriptions. The *Gaulois* also pays compensation to any purchaser of a single copy, or his heirs, should he be injured or killed on the day on which the paper is bought."

Mr. Byron G. Taylor, of St. John, N.B., who represents some American companies in the Maritime Provinces, has been appointed agent for New Brunswick of the National Insurance Company of Ireland.

EXPORTS FROM A PACIFIC PORT.

In view of the probable early completion of the Canadian Pacific Railway it is of interest to observe what the trade of a city like San Francisco consists of. The *Journal of Commerce* of that city gives particulars of exports during the first six months of the present year. They were of the following character:

EXPORTS TO

Ireland.....	Wheat and flour, barley and beans.
England	Cotton, salmon, breadstuffs and canned fruit.
Belgium.....	Wheat and flour.
Scotland.....	Redwood.
Hawaiian Islands...	General merchandise.
British Columbia....	do do
Panama.....	Flour and lumber.
France	Wheat and flour.
Germany	Tallow and bone meal.
Central America....	Flour, machinery, lumber, powder.
New Zealand.....	Salmon, canned goods, machinery.
New York.....	Wine, brandy, wool, borax, quicksilver, lead, copper, lumber, ores, metals.
China.....	Flour, ginseng, shrimps, arms, shells.
Japan.....	Leather, flour, canned goods, quicksilver.

Mexico.....	Hardware, metals, quicksilver, coffee, powder, beer, lumber, machinery.
Australia.....	Salmon, canned goods, machinery, lumber, barley, hops, bran, corn, coffee, paints.
Asiatic Russia.....	Boots and shoes, canned goods, flour, oats, hay, bread, salt, matches.
Tahiti.....	Flour, dry goods, lumber, sugar.

As to the relative value of the aggregate exports to countries, breadstuffs to the United Kingdom loom up most largely. Most of the wheat is shipped to Ireland for orders, and the value of wheat and flour sent thither was \$5,460,000. Of the total shipments to England, valued at \$2,260,000, over half a million worth was breadstuffs. Half a million feet of redwood went to Scotland. China took a million dollars worth of goods in all, half of it in flour, a quarter in ginseng, that universal remedy for the ills which Chinese flesh is heir to. Among merchandise to the value of \$510,000 sent to Australia the largest item is salmon.

—We have been requested to supplement our statistics of British exports to and imports from Canada, as given in last week's issue, by a statement of the quantities of wood brought into Great Britain this year from other countries as well as this one. We append the imports of wood into the United Kingdom during nine months ending with September, 1884:

From—	Quantity.	Value.	Same period '83.
Hewn.	Loads.	£	Quan.
Russia.....	190,965	356,646	221,624
Sweden & Norway	488,225	730,172	470,893
Germany.....	222,080	538,441	264,013
United States....	147,609	542,272	95,471
British E. Indies	31,798	464,169	36,660
Canada	172,126	758,341	211,767
Other countries..	318,613	431,327	286,886

Total hewn loads 1,571,416 £3,821,368 1,590,314

From—	Quantity.	Value.	Same period '83.
Sawn.	Loads.	£	Loads.
Russia.....	843,094	1,803,871	797,657
Sweden & Norway	1,247,192	2,855,916	1,285,720
Canada	79,733	1,721,602	765,693
Other countries..	322,791	988,846	278,244

Total sawn loads.. 3,142,810 £7,576,405 3,127,114

—A St. John correspondent writes us as under about the business condition: The complaint is general, hereabout, of dull, hard times. But for all that, every business man I have spoken to—and I have conversed with a dozen or more here and at Moncton, and Sussex—says he is doing more business this year than last or at least as much. So that there does not appear to be good ground for the complaints heard. To one who has not visited St. John since the great fire of 1877, the air of business about the town proves a surprise. In fact this town shows to advantage in the matter of business activity compared with Halifax. The fact is, things are not looking rosy in Halifax just now. I find, people are looking and talking rather blue. West India trade is completely demoralized and that fact injuriously affects Nova Scotia fish trade, which touches everybody in these provinces.

—MR. ATKINSON shows that the farmer in Iowa receives \$405 for the wheat to make 100 barrels of flour, and that the railroad then receives \$117.50 for taking 450 bushels of wheat from Iowa to Chicago, and 100 barrels of flour from Chicago to Boston. Upon this the railroads make about \$35 profit. It costs \$50 to mill the flour, \$45 for the barrels, \$30 for the mer-