

proper stamp could carve his way ahead with lightning rapidity. He advised young men to acquaint themselves with all departments of the profession before the trumpet called them to take the field, and so endure the hardships of the inspectorship of agencies, for which strength of will as well as strength of body was required. On the other hand, it was a life of infinite charm and variety, because they got to know men and manners, mixed with all ranks, and learned something of all sorts of things. Next, referring to qualifications, which were calculated to lead to success in the work, he mentioned hard work, grit, and tact for the lack of which more men came to grief than from the want of any other quality. Some discussion followed, in which Messrs. Brown (Century), Paulin (Scottish Life), Duncan (Scottish Union and National), and Niven (Caledonian), took part, and at the close Mr. Chapman was awarded a cordial vote of thanks, on the motion of Mr. Boyd (City of Glasgow).

MONTREAL STOCK EXCHANGE CLEARINGS.—In 1901 the amount of the differences on the Montreal Stock Exchange Clearings was \$43,586,017, and in 1902 they were \$67,087,964, an increase last year over 1901 of \$23,501,947.

THE HOME INSURANCE CO., OF NEW YORK. reports having made considerable gains last year. The total assets are \$17,108,635, against \$15,255,869 previous year.

THE U. S. LIFE INSURANCE COMPANY has withdrawn from Wisconsin owing to lack of local business.

OTTAWA CLEARING HOUSE.—Total for week ending Jan. 8, 1903, clearings, \$2,453,914. Corresponding week last year, \$1,946,779.

THE HARTFORD FIRE INSURANCE COMPANY'S statement for 1902 gives the net income as \$10,005,675; surplus, \$3,181,153; re-insurance reserve, \$7,812,840; assets, \$113,443,560. President Chase and his colleagues no doubt feel highly gratified over these results, which show considerable gains over previous year.

THE COMMERCIAL UNION INSURANCE COMPANY has deposited \$100,000 with the State department in Massachusetts, and have been authorized to transact marine insurance therein.

SAMPLES OF THE BEST SEED.—Farmers who desire samples of the most productive sorts of oats, spring wheat, barley, Indian corn and potatoes, should apply to the Director of Experimental Farms, Ottawa, before the 1st March and samples will be sent free of charge.

BICYCLES IN NEW ZEALAND.—While here the use of bicycles is declining, it is being maintained in New Zealand, but the imports are largely for parts of machines. That Colony is now enjoying delightful summer weather, Christmas picnics being in fashion.

CRIME IN U. S. in 1902.—There were 8,834 murders and homicides in the United States last year, with one thousand more than in 1901. The lynchings were 96, one being a woman. The executions were 144; suicides, 8,231, an increase of 986 over 1901. The record of money losses by embezzling, forgery, defaulting and bank-wrecking for 1902 shows a considerable increase, the total being \$6,768,125, compared with \$4,085,569 in 1901. The losses are distributed as follows: Stolen by public officials, \$618,498; from banks, \$2,610,330; by agents, \$1,032,641; forgeries, \$539,360; from loan associations, \$471,400; by postmasters, \$7,202; miscellaneous stealings, \$1,487,684.

Correspondence.

We do not hold ourselves responsible for views expressed by correspondents.

UNFAIR TREATMENT OF AGENTS.

To Editor of THE CHRONICLE.

Sir,—It is time the managers of all the fire companies met and passed a law that no person be allowed to canvass unless he is appointed by the Company. By this means the companies would get better business and it would do away with a lot of broken-down agents who are no good and are a nuisance in taking away renewals that agents have been working for, and peddle around to the highest bidder. It is a shame that builders and contractors are allowed to receive a commission on business that belongs to authorized agents. This ought to be stopped. It is as bad as signing an agreement that no agent is to canvass for non-tariff companies. This is some more red tape. This agreement is broken every day, still the agents are allowed to continue in the business. What a farce this is! The managers are to blame; they do not give their agents any protection; all they think about is to drum away for business all the year. The agents who do the work should be well paid and should be protected by the companies. If any agent fails to carry out what he signs for, he should be turned out. Thanking you for the valuable space in your paper and trusting some other agents will express their views at early date.

INSURANCE AGENT.

London, Ont., Jan. 6, 1903.

TORONTO LETTER.

Aldermanic Changes—The Fire Chief's Report—The Civic Rate of Insurance—Pumping Engine By-law carried—The Stanley Departmental Store Fire in Hamilton.

DEAR EDITOR:—The non-election this year of Mr. George McMurrich as Alderman, by the Toronto voters, was somewhat of a surprise, and also a matter of regret to his many supporters and friends.

Another notable incident was the leaving at home of Mr. Alderman Lamb. Having come out as a Mayoralty candidate, his failure to secure the Chair has deprived the Council of his assistance for 1903. Whether, as a plain Alderman, or a ruffled controller, or as a long service man, Mr. Lamb has in all respects been a prominent feature in the much varied make-up of our Civic administration.

The Fire Chief's Report of Toronto City Fire Losses during 1902, shows unfavourably in comparison with the previous year. The Report, refers feelingly to the sad loss of life at the McIntosh fire, where so many brave firemen lost their lives in service.

The rate of premium for the Civic Insurance has been fixed at \$2.75 per cent., being an advance of fifty cents per cent. over the last 3-year term rate just expired. It is to be hoped now that we have entered upon another period, that the losses upon city properties will be so light, that the Companies interested will be able to say for once, that they have made some money out of this contract.

It is a good thing for the city, and incidentally for the fire insurance companies, that the By-law authorizing the purchase of a new and additional pumping plant supplied with an engine having a pumping capacity of fifteen millions of gallons a day, was voted for by the citizens. This will largely augment the water pressure and fill a long-felt want. The old engine, No. 3 service, discharges only 8 millions daily, and underwriters will be pleased