

\$250,000 of new stock, thereby increasing the capital to \$1,750,000. The allotment of the new issue will be made in the proportion of one new to six old shares. A considerable number of shares will be excluded from participating in the new issue; but we understand that the interests of the smaller shareholders and all who are not able to take the full number allotted to them have been carefully secured by the terms of the issue. Full particulars will be given to the shareholders in a few days.

—The Moisie Iron Company of the Lower St. Lawrence is in difficulties. This company was organized eight or ten years ago through the enterprise of W. M. Molson, who believed, and finally demonstrated that the magnetic sands found in that locality were available for making an excellent quality of malleable iron. A company was formed in 1869 with a capital of \$600,000, of which over half is stated to have been paid up. Furnaces were built at the river for making "blooms," and works put up in Montreal for rolling and finishing car axles, shafts, and other heavy iron goods, which until quite recently have given employment to some 140 men. The return, however, from the operations of the Company seems to have been inadequate; it was badly "locked up," and of late had been frequently pressed for payment of bills, and it is said had not paid its men for weeks. Mr. Molson, who with one Hamilton, of Syracuse, is the heaviest holder of stock, has suspended payment, and a writ has been issued by a Syracuse creditor with the object of forcing the concern into Insolvency; but this is resisted, and a delay of ten days is necessary under the law. Mr. Molson, we understand, once before bought the Company's effects in at sheriff's sale. He may have to do something like this again, unless he can succeed in imbuing some other capitalists with his own faith in the ultimate success of this industry.

—The American drawback of \$3.71 per one hundred pounds was restored on Monday, on all sugar purchased at any time and shipped pending the investigation of the committee of experts, appointed by Secretary Bristow to report on the matter. How long the special committee will be in reporting, or whether the result of this examination of the grievance will be in favour of the refiners, it is difficult to say. The Government claims that there is an excess of one half cent per pound in the rebate of duty, and the refiners contend there is not. At any rate our refiners are excluded from the advantages of about \$1.53 per barrel, which would have accrued to them if the late change had not been made.

—We are glad to observe an authorized denial of the statement appearing in some papers last week, that the Prince Edward Island Government had refused to organize their Advisory

Board in connection with the Philadelphia Exhibition. The Government of that Province is acting in the matter, and an Advisory Board is busy making arrangements.

—The management of the Bank of Montreal has rather surprised some of the "knowing ones," by declaring a seven per cent. dividend for the half year. Considering all the circumstances, this decision was judicious. A six per cent. dividend might have had a serious effect upon the stock market.

#### NEW BUSINESS.

At the present moment the question of New Business, its value and cost, is bought prominently forward, owing to the recent discussions upon the bonus-paying power of certain offices. As new business is what every office seeks with more or less qualification of the conditions necessary for obtaining it, it is worth while analysing what it is, and what it means.

New business may be described as that process of introducing fresh blood into any existing concern which may, to a greater or lesser extent, contribute to an average maintaining of the *statu quo* of the corporate body, or in adding fresh bulk to it. These two contingencies are consequent upon the new business progressing evenly over a period of years, or by increasing in a progressive ratio. New business may come to an office, which yet is going backwards as regards assets and extent of transactions. This occurs when the business is less in the present than during the past, and the process of decline will continue to a certain point, when the office may make a fresh start.

That no sane manager ever yet refused new business, except upon the ground of the price he might have to pay for it, may be taken for granted; and it may also be taken for granted that every policy effected in an office which will meet its claims when due, is a direct benefit to the individual, and an indirect benefit to the State. These axioms being taken as our starting-points, it will readily be seen that the only field for discussion is, as to what is to be the price at which the new business is to be obtained. New business being granted to be desirable both for the individual, the State, and, generally speaking, for the human race, by the provident habits of which it is the index, let us now analyse the process by which it is to be obtained.

That the race is not always to the swift, nor the battle to the strong, is undoubtedly true; but generally speaking the biggest battalions and greatest energy and skill combined, are, upon the whole, to be found on the right side at the end of any struggle. In Life Assurance we find the same rule applies. The strongest and the swiftest are not always the winners, but they certainly show that over a large number of trials they have the best chances. The men with the strongest wills and most energetic temperaments as a rule are to be found in the front rank, and their offices with them. We may ask now as a proper question, and as one appropriate to the field of discussion, what is the struggle in which we are engaged in profession of Life Assurance? Is it for a scientific development of the theoretical principles which might possibly, if we are all so highly gifted as to require no guidance, produce the maximum benefit at the minimum cost for the chosen few? or is it the question on which all governments grapple with, viz., how to confer

the greatest possible benefits upon the greatest number?

If Life Assurance is to be looked at as an enterprise in which the maximum benefit is to be obtained, and that only, we must begin to consider how the operation is to be conducted. Every person wishing to insure must straightway reflect and reason with himself, and that with a profound knowledge of his subject, as to which is the best office for his purpose. He has to consider where he will get the lowest premium, the biggest bonus, the most liberal surrender value, and the most economical management. He would thus have to begin by rejecting all proprietary offices, and follow by abjuring those who paid commissions; then those who advertised, afterwards those who paid too many directors and officers, and wasted money in salaries.

By this our ideal assurer would find, perhaps, that the conditions of the policies, of the offices left for his consideration were rather harsh, and that he might forfeit his assurance before he knew where he was, so to speak. Then perhaps he would find that his big bonus resulted from a big premium, or that his low premium involved his living to preposterous ages before he got any bonus at all. In fact, if any ordinary person, gifted with even exceptional perseverance, were to try to settle definitely which office suited him best on all points, he would be dead or insane before it was finally cleared up to his satisfaction.

It follows, therefore, that the Life offices themselves must go into the field, and go the public instead of waiting for the public to come to them. They must endeavour to teach the world at large what assurance is, and the respective advantages of each office. How is this to be done? By expenditure, and by expenditure only. As experience shows the cheapest rates of expenditure to produce the least business, so does experience show that a moderate rate of expenditure may do the largest business. We can go further and say that the spending offices are the best friends of the non-appealing concerns, who would, but for their more energetic brethren, be but seldom heard of.

INVOLUNTARY BANKRUPTCY CASES IN THE UNITED STATES.—Under the amended Bankruptcy act it requires one-third in number of a debtor's creditors holding claims amounting to one-fourth in value of the amount of all the claims against the debtor to throw him into involuntary bankruptcy. It is frequently extremely difficult, if not impossible, for creditors of a debtor whose business is of an extensive character, and whose accounts are of a complicated nature, to ascertain, without their debtor's consent, what is the "third in number and fourth in value" required by law to enable them to successfully proceed against him. Under the amended act, a debtor cannot enter into voluntary bankruptcy unless his assets will pay thirty per cent. of his debts, and most all the "involuntary" cases in bankruptcy now consists of those in which the insolvent's assets will not pay thirty per cent. of his debts, and on which he obtains the consent of his creditors to become an "involuntary" bankrupt, he furnishes them with information so that they can solve the "one-third in number and one-fourth in value" problem.

MIDLAND RAILWAY OF CANADA.—Statement of traffic receipts for week ending Oct. 14th, 1875, in comparison with same period last year. —Passengers, \$1702.87; Freight, \$5332.67; Mails and Express, \$240.08; Total \$7275.62. Same week last year, \$6915.65; Increase, \$359.97; total traffic to date, \$233032.93; do. year previous, \$246802.01; Decrease \$13767.08.

—A fresh vein of copper ore has been discovered at the Tilt Cove U.S. mine. It is very rich and apparently very extensive.