

**MUNICIPAL OWNERSHIP: AN AWAKENING.**

Out in Edmonton they are just waking up to the fact that municipal ownership of everything in sight is not necessarily the pathway to communal riches. It seems that only one of the four municipally-owned utilities has been paying its way and that the other three have among them piled up the tidy little debt of \$600,000, which the citizens are responsible for. Moreover, the situation is decidedly less favorable than had been generally supposed. The street railway was understood to have run behind something like two hundred thousand dollars, while the telephone system was last year shown to have a surplus of earnings over charges. These figures, it appears, were illusive, and were arrived at by neglecting the fact that equipment wears out before the bond issue with which it was bought matures. Correcting this miscalculation, the deficit of the street railway system is shown to be more than four hundred thousand dollars, while the telephone system, instead of a surplus of thirty thousand dollars, has a deficit also of one hundred and one thousand. The waterworks system also has a shortage of one hundred thousand, and only the electric light department is able to charge up depreciation and still show a balance on the right side of the account.

Moreover, it seems that the street railway service in addition to not paying has been consistently unsatisfactory, and the lack of water service at times a positive menace to the lives and property of the citizens. The citizens are apparently now engaged in the pleasant task of making up their mind to grin and bear it. Says the *Edmonton Bulletin*.—

"Nothing is to be gained and a good deal might be lost by shutting our eyes to the facts or by refusing to discuss the facts lest their advertisement might do the city harm abroad. The facts, we may be sure, will be known in the money markets, whether we discuss them publicly or not, and will have their effect there regardless of our silence or outspokenness.... The best that can be hoped is that the task of extricating the utilities will be gone about by the civic administration with vigor and resolution, and that with the gradual growth of the city and the consequent increase of business they will in the course of years attain the position of self-sustaining enterprises."

Edmonton's experience in this direction ought to be a warning, for a good many years, to ambitious young municipalities endowed with ultra-radical notions.

**DR. C. S. WRIGHT.**

All Canadian insurance men will have heard with pleasure of the remarkable tribute which Commander Evans, R.N., the second in command of the Scott Antarctic Expedition, is giving in his Canadian lectures to Dr. C. S. Wright, of Toronto, a son of Mr. Alfred Wright, of the London & Lancashire Fire

Insurance Company. Apart from Dr. Wright's scientific work which Commander Evans declares to be of priceless value, his lofty ideals are said to have inspired in other men of the expedition a spirit of *esprit de corps*, which was of inestimable service in difficulties and dangers. Canadians generally will be proud to know that.

**TRUE SUCCESS IN THE AGENCY FIELD.**

(By J. L. Kenway.)

Who is the successful agent? We suppose this question would be answered in many different ways, but that the majority of responses would be "the Agent who makes the most money." That is not at all our idea. To our mind the agent who makes the greatest success in his business is he who works steadily year in and year out for the same Company; whose name in his community becomes synonymous with that of the company itself; who is looked upon by his fellow citizens as a trusted adviser, as reliable and upright in all his dealings; who watches over his clients' interests, always selling them exactly the kind of policies best suited to their individual requirements.

Such a man always makes money enough, and he makes it in a way that causes every dollar he earns to stand for real and intelligent service to his fellows. Is not this really the idea at which we should aim? If you will look around you and honestly appraise the measure of success reached by your friends in our business, we think you will agree with us. The man who drifts from one Company to another, changing about from year to year, may make more money temporarily than the faithful man who stays by his Company (he usually does *not* make more), but at the end of a few years, which is really ahead in character, in standing and usually in wealth? Company officials know well how true this is. Many brilliant men have joined their agency forces, have made a meteoric success for a few months, and then some little extra inducement has lured them away to other companies. Such men almost invariably finish as "Insurance Rounders," employed by many companies and retained by none.

Choose a good company, make a fair contract with it (one by which both parties may profit); work hard, and stick to your company through thick and thin. That is the one sure road to independence and honour in your later years.

**WELL-KNOWN ACTUARY A VISITOR.**

Mr. W. C. Wright, the well-known Actuary of Boston, passed through Montreal this week on his return from San Francisco, where he had been in consultation with the officers of the California Standard Life Insurance Company, regarding their plans of operation. The Company expects to commence operations about May 1st. Mr. Wright visited Winnipeg, and other places on his return, and found insurance men hopeful, and business improving.