

—Owing to the liberal system adopted by the co-operative insurance companies, the "graveyard" insurance fraternity in the States, seem to be reaping rich harvests. This will continue so long as these companies continue to issue policies on the lives of persons without medical certificates. Only this week we read in the daily press the story about the companies insuring an old drunken negro in Harrisburg, Pa., for \$125,000, and when this was effected the operators instructed the owners of the saloons he frequented to give him all the "crooked" whiskey he wanted. The work of making a claim on the companies was short. The old man dying shortly after. Another case at Easton, Pa. The insured was sixty-four years of age, and had been attacked with small pox when these swindlers secured his application for insurance. It is stated that one man had \$37,000 on him, another had \$10,000, and other risks in sums varying from one to four thousand, in all \$60,000. The man who had \$10,000 was recently "sheriffed," and the amount he will receive if the company does not "burst" up, as possibly it will, as this class of institutions are but short lived at best, will come in quite handy, his friend says.

—Early in the present month the Marine Insurance Board at Chicago adopted a new scale of cargo rates which it was arranged should go into effect on the 15th instant at 6 p.m. and hold until further ordered. The following is the scale;

	\$.	c.
To ports on Lake Michigan.....	80	
" Ports on Lake Superior.....	2.00	
" Ports on Lake Huron, Sarnia & Detroit River.....	1.35	
" Collingwood.....	1.75	
" Ports on Lake Erie.....	2.00	
" Ports on Lake Ontario.....	2.50	
" Ogdensburg.....	2.75	
" Montreal.....	3.25	

All net, and ten per cent to be added for vessels classing below B1. It is now claimed that these rates have much to do with keeping freights down, as the rate at present from Chicago, for example, to Lake Erie ports is 75 to 100 per cent higher than at the same time last season. It appears that the rates are being "cut," however, for the *Tribune* tells of a certain large shipper had policies written during the afternoon on his cargoes for  $1\frac{1}{2}$  or  $\frac{1}{2}$  less than the rates fixed upon by the 'pool' last week. This 'cut' may be the precursor of future cutting, all of which will go to benefit vessel owners, as with lower rates of insurance to shippers will be more inclined to pay higher freight rates."

—In the space of seventeen years, nearly two millions of dollars (\$1,825,197) has been paid into the United States post office for money orders which have never been cashed. The head-quarters of the system is the New York post office, to which the county post masters send weekly accounts as early as 1872. This accumulation began to be large. It was half a million of dollars then, and an account was opened in our books

with the Assistant United States Treasurer under the heading 'Post Master General's Money Order Account.' Every week since then the excess over \$65,000 which is kept to transact business with, has been deposited in the sub-treasury. This accumulation is largely due to the miscarriage of senders' orders, or to their loss by the sender, or by the payee. "We sometimes pay them, says the Assistant post master, when they are five or six years old, the payees have stowed them away in a safe or pigeonhole, forgotten them, and then stumbled across them accidentally. It is safe to say that a million dollars of the present accumulation will never be reclaimed. The amount of money handled last year in this system was, for the year ending June 30, \$53,698,705.22, embracing 1,400,428 transactions in this city alone. The year's revenue was \$295,581.39

—The report of the Directors of the Mint, of the production of gold and silver in the United States for the year 1880 has just been printed. The directors show that the estimated production of \$36,000,000 in gold has been sustained, and that the value of the silver produced during 1880, namely \$39,200,000, exceeds the estimate of the Director by \$1,500,000. The silver bullion purchased during the fiscal year for coinage is shown to have amounted to 24,262,571 standard ounces, worth at its coinage value \$28,232,810; and that the deposit of silver coin and bullion not of domestic production was \$2,507,766, of which probably \$2,000,000 was purchased and used.

—The Owen Sound Board of Trade has held its first meeting and the interest manifested in the event was shown by a large attendance of merchants and others. The Board was formally organized by the election of the following officers: S. J. Parker President; H. Robinson Vice President; W. B. Stephens Sec.-Treas. The gentlemen named below were elected members of the Council:—Messrs. R. Notter, A. B. Lang, W. Kough, B. Allen, R. Wightman, R. P. Butchart, E. Ferguson, G. Corbet, Jr., Jas. McLauchlan, Jas. Caton.

—We learn that the Merchants' Fire Insurance Expiry Book is about to be republished in Canada. Mr. S. F. Magurn, late of London, England, and now in Toronto, we understand owns the copyright and has made arrangements with Messrs. John Lovell & Son, of Montreal, to act as sole publishers for Canada. Businessmen who possess this useful expiry register are fortunate, for Mr. Magurn informs us it cannot be purchased but is supplied to their customers by the leading insurance companies. Those merchants who have used the book during the last ten years fully appreciate it as a valuable office aid.

—The balance remaining at the credit of depositors in the Post Office Savings' Banks on the 31st of August was \$6,654,781.46. Deposits in

September amounted to \$48,098. At the end of that month there were outstanding unpaid cheques held by depositors and not presented for payment amounting to \$37,080.20.

—In May of the present year the Nova Scotia Glass Company was organized in New Glasgow, N. S., with a capital of \$50,000, of which about 60 per cent, is paid up, the stock being mainly held by residents of that town and vicinity. The building and furnace were completed in August, and the factory commenced to turn out goods about the 1st of September. Goblets, tumblers, lamps, lamp shades, etc., are among the goods now ready for sale, and from \$100,000 to 150,000 worth per annum is the estimated turn out. Seventy hands are already employed, and there is probably room for 100. The glass house proper is 90 feet square and two storeys high. In the centre is the Gill gas furnace, containing 13 large crucibles for the manufacture of glass. Adjoining is a building 40x210 used for annealing, packing, assorting, etc., and also containing the engine-room. The sand used is brought from Boston, and known as the Berkshire sand; the lime from St John; the soda from England and the nitrate from South America. Ten tons of screenings or refuse coal dust is used, procured from the mines close to the factory, and costs 40c. per ton. The goods produced have already been sold in St. John, Ontario and Quebec. Mr. W. G. Beach, formerly of Montreal, and once connected with the Burlington Glass Works in Hamilton, is the Manager.

#### HOW TO DUN.

If a retail grocer will persist in giving credit, it is a necessity for him to know how to dun. Now it might appear to some that this is easy enough, but it's one thing to dun and another to get your money. How to do both successfully is a fine-art, which should be carefully cultivated by every merchant who does a credit business. The following rules have been laid down by a business man of experience to the reporter of a N. Y. morning paper, and they will repay careful study:—

- (1) Never give the idea that you call because you happened to be in the neighborhood.
- (2) Never plead that you are in absolute need of the money.
- (3) Never explain why you want the money further than some general phrase, as "to meet outstanding bills." The debtor is usually an expert in showing a man how he can get along without money. He will worst you in argument, and if you lose your temper it is an excuse to him why he should not pay.
- (4) Always be civil, however businesslike and importunate you may deem it necessary to be.
- (5) Never think you have done wrong because a debtor gets angry. His anger, under civil treatment, shows that he does not intend to pay. This you might as well know early as late.
- (6) Show quite as firm a resolution to get the money on your tenth call as on any previous one, or else it would have been better if you had not made it.
- (7) Never leave a debtor without his setting a