

recognize their mutual and honourable interdependence with their neighbours, are in danger of some day being forced to recognise, as paupers, their utter and dishonorable dependence.

But, it may be asked, what has all this to do with Insurance Agency? It has this to do with it. That there is no policy so blind, so foolish, and so fatal as to seek to do business for the Company you represent by throwing mud at all the rest.

No doubt the older, more experienced, and more successful agents do not need any warning on this point. For if any of them ever entertained any illusions on the subject, they have abandoned them long since. Nevertheless, it would, perhaps, be instructive to inquire how many unsuccessful agents have owed their want of success to this very failing.

It is an insult to the common sense of an intending assurer to tell him that the Company he is solicited to enter is the only Company he can safely deal with. For, though he may not know much of the matter, he will probably know enough to be aware that, of the large number of Companies doing Insurance business in England, very many are of the highest possible stability and honor. An agent who proceeds on these lines will, in seeking to besmirch his neighbors, most certainly end by befouling himself. An all-sufficient answer to the suggestion that such-and-such a Company is a good one to insure with, will always be found in something of this kind: "*The Company you speak of is, I believe, a good one, but I do not know its position so well as I know that of my own; I have not had the same opportunities of studying it, but I am speaking of my own knowledge and conviction when I say that the Company I represent is one in which you may safely and advantageously insure.*" In holding such language as this the agent is doing nothing less or more than his duty enjoins; but to exceed his duty is a blunder as fatal in the soldier of Insurance as in the soldier of public order or in the soldier of national defence. It is at this point of our argument that the axiom of social economy, to which we alluded at the commencement of this article, comes into play. By upholding on all possible occasions the character, standing, and trustworthiness of Insurance Companies at large, the agent is honoring his own Company, which in any, even the most favorable, case, is only one of many. Whereas we have seen that by dishonoring the others he has helped to cover a great and beneficent social institution with mud, which cannot fail to bury his own Company with the rest.

To many of our readers there may appear to be in this much that is self-evident. We most sincerely trust that it will be found to be so. But, writing from our experience of agency inspection, we are convinced that there is more of this unfair competition than is generally believed. And we are also firmly convinced that those who practise these arts will, for the most part, be found among the number of those who have accepted insurance agencies and have failed. We would venture to conclude by a repetition of the maxim at the head of this article: "Do unto others as you would that they should do unto you." Fight for your own Company on all possible occasions, and fight firmly; but, on the other hand, fight loyally and with honorable weapons, and the harvest will come from the increased confidence of the public in Insurance as an institution, and an increasing desire to take advantage of the benefits it offers.

#### REAL ESTATE.

The Toronto City assessment this year is \$60,000,000, four millions more than last year.

The total value of real estate in Hull is \$1,600,550, and the population 6,762.

The building progress of St. Thomas for the year 1882

is represented by an expenditure of \$306,000. Buildings valued at \$250,000 have been completed during the season.

**Winnipeg.**—Mr. A. W. Ross has sold the corner of Portage-avenue and Main-street for \$115,000 to an English Syndicate, who will erect a palatial brick block. This is the principal business stand, and Mr. Ross gave \$70,000 for it in April last. The adjacent property sold for \$225,000. There is an improved feeling in real estate.

**Mr. G. H. Carroll, of Verdun, Manitoba, formerly of Brantford,** has leased two townships containing 46,000 acres on Belly River, near the foot of the Rocky Mountains, for ranche purposes. He will form a joint stock company, Mr. D. Bergin, M.P., of Cornwall, having agreed to place \$20,000 worth of horses upon the ranche next spring.

**Arbitration Award.**—The arbitrators in the case of *The City Gas Company vs. The Quebec Government* for land taken for railway purposes on the river front, Hochelaga, rendered their decision recently (Jan. 8, 1883), allowing the Company one dollar per foot, \$16,840, there being just that number of feet—a fair valuation, taking recent sales in the same locality as an index.

**Manitoba.**—At their late sales of Southern Manitoba lands the Syndicate disposed of 50,000 acres, the average price being \$6.50; the aggregate realized \$325,000. These lands are sold absolutely, and possession does not entail settlement duties. The bulk of the purchasers were intending settlers, and they will prepare the way for the advent of feeding lines to the C. P. R., the Syndicate saying that they will run branch lines wherever they see traffic offering.

**Toronto Real Estate and Building Trade.**—Present indications are that next season will be one of great activity in real estate and the building trade. The probabilities are that prices will range higher in some sections of the city. Dealers in North-West lands who have not been as successful as they expected are turning their attention to city property and, with others who speculate in lands, are preparing to purchase extensively in the Spring. There being not the same risk in dealing in this class of property as is attached to that in the North-West. A number of builders and architects have contracts for large buildings, and many handsome private residences will be erected in the spring.

**Montreal.**—Among the recent sales of real estate we notice the following by Mr. T. J. Potter:

The property Nos. 246 and 248 St. Joseph Street was sold by private contract, on the 11th inst., to Mr. T. C. O'Brien for the sum of \$3,500. The area of the lot is 1,140 feet, and the price obtained is considered as an evidence of the advance which real estate is undergoing. He also sold by private contract on the same day two lots on Dorchester Street, West, at Côte St. Antoine (the Green and Atwater property)—each lot is 25 x 140, area about 7,100, feet for 28c. a foot, or about \$2,000—to Mr. Wm. Kenwood.

On the 16th inst. the fine residence of W. McLachlin, Esq. No. 643 Sherbrooke street, was, after a rather keen competition, knocked down to the Hon. Ruggles Church for \$14,000 and usual expenses, or \$14,280 altogether. The Williams Manufacturing Company's property, corner of St. Catherine and Wolfe streets, changed hands at private sale on the same day for twenty-three thousand dollars. Both sales were considered as showing a satisfactory rise in property.

On the 22nd two houses were sold by private contract for \$12,250.

Mr. Potter's sales by private contract for week ending 20th inst., were \$26,400, and by auction \$14,000, making a total of \$52,650 in the past few days.