called 'conflagration hazard' in fire insurance depends upon the degree of 'exposure' danger. This danger can best be prevented by proper construction; a sufficient number of fire walls; by making walls, roofs and floors free from concealed spaces; doors, windows and skylights protected by fire doors or shutters or wire-glass or prisms set in metal frames; roofs of fire-proof construction; outside sprinklers on roof and over windows, inclosure of stairways with fire-proof materials; protection in a similar way and with automatic fire doors of all vertical openings; fire-proof or fire retardant floor, partitions and ceilings, etc. Various types of construction and materials have been shown by underwriters' tests to possess value in preventing the spread of fires. In addition, the most complete equipment of the premises with fire-extinguishing facilities is desirable. Instances are on record in large cities where conflagrations, when beyond the control of the fire department, have been checked by fire walls, which have operated as barriers, or by effective fire streams brought into play from buildings where heavy pumping machinery was installed."

WOMAN AS A FIRE PROTECTION.—Our New York namesake pays a high compliment to woman by regarding her carefulness as the reason why houses are preferred risks. It asks, "What reason is there for supposing that dwellings are less hazardous than stores? There was the ever-present fire in the dwelling, the lamps, or candles, the inflammable curtains and hangings, the children ignorant of danger and fond of playing with fire, and woman, less informed about the perils of fire than man, more accustomed to protection than to protect and sure to be in a panic if fire breaks out! But the fire insurance rate upon a frame dwelling in a country town is often as low as one per cent. for five years, and upon a frame hardware store, from one per cent. a year to much higher! And the former pays at 25 per cent. commission or more, and the latter does not, at 15 per cent. commission or 20 per cent. at most. Into the realm of the woman, pervaded with her atmosphere, guarded by her care, peril rarely enters. The science of fire prevention began with her and its greatest perfection, judged by results if not by methods, is found in her." That is all very gallant and pretty, but we have known fires caused by the gross carelessness of females.

QUALITIES THAT MAKE SUCCESS.—Dr. Thoring, in an address on insurance as a profession, said:—"Let the man who contemplates the choice of insurance as his profession, and, in particular, that part of it which relates to the soliciting of business, be assured that he is in heart and manner a gentleman. A writer in the "Fortnightly Review," ten years ago, intimated that the Englishman goes to Cambridge to learn mathematics and to Oxford to learn manners. In the making of the best man in the calling of insurance, as in other callings, some might question whether the Oxford or the Cambridge product is the more precious.

The man, moreover, who is entering on this vocation should assure himself that he has a will at once strong, persistent and flexible. Of all forms of large endeavour, insurance is the one form in which the co-operative process has lost value. These vast companies, through which the greater share of the business is carried on, have not seen fit to unite themselves, as have the industrial interests of this country. Competition, not co-operation, is the rule. This competition is of the keenest, most determined, most aggressive type. The term "mutual," found in the titles of companies, belongs only to the members of the individual company, and to the companies in their relation to each other. The excellent good nature which attends the competitive movement does not at all lessen its eagerness and persistence. The candidate, therefore, who proposes to enter this calling should assure himself that he has a will capable of firmness, aggressiveness, endurance and flexibility. Such a will is able to adjust itself to diverse conditions, and yet to pursue the main purpose without wavering."

LONDON MUTUAL FIRE INSURANCE COMPANY.—Mr. Waddington, managing director, replying to, an inquiry wrote to its United States representative, James W. Durbrow, as follows:—

"Conforming to your request of recent date, that I should furnish you with some information as to there being no liability on the part of the assured, who has insurance with us on the cash system, I quote below from the Act passed by our Dominion Parliament when the stock capital of the company was instituted. The Act referred to was passed on the tenth of July, 1899, and is known as Chapter 118 of 62-63 Victoria. The section governing the point in question reads as follows:

"'Section 5.—After one hundred thousand dollars of the said said capital has been bona fide subscribed and 10 per cent. paid thereon into the funds of the company, the company may make insurance for premiums payable wholly in cash, but no insurance on the wholly cash principles shall make the insured liable to contribute or pay any sum to the company or to its funds or to any other member thereof beyond the cash premium agreed upon, or give him any right to participate in the profits or surplus funds of the company.'"

Correspondence.

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

TORONTO LETTER.

A Plucky Decision—Abortive Labour Strikes—Pork-Packing Risks—Not so Prompt—The Sprinkler in Wood-Working Risks—Toronto Exhibition—A Pussy Show.

DEAR EDITOR,—The course pursued by the Victoria Fire Insurance Company [one of the Hamilton institutions of many years' standing, and one much varied experience in the fire insurance field], has been much commended. At a recent meeting it was decided to stand to the guns, and enforce payment of the extra calls necessary to pay losses accrued, and continue the business. Strong pressure was brought to bear at this meeting in an attempt to close up the Company, happily, the attempt failed. A statement of the affairs of this Cash Mutual does not seem to justify closing it up, so that if it pays its losses, not a very difficult task, as there is no great sum involved, it should readily re-adjust its affairs, and within its sphere of operations render good service in the future. Abandonment of the insurance field by any Canadian fire insurance company, whether big or little, from a patriotic standpoint is always regrettable, especially so, when the management has been honest and fair. Our native fire insurance companies, for the greater part, have had rough experiences to undergo, and some of them have not survived the ordeal; it is to be hoped, therefore, no others will be added to the number of the lost.

Our labour strikes here have about faded away, and victory is with the employers of labour. One of the effects of the builders' labourers' strike has been to hinder the erection of many much-needed small dwellings, which,