

believe in it, have not the remotest intention of trying to confiscate capital in any form, to "fix the share of labour," or, to "reduce the share of capitalism to a reasonable remuneration for the actual labor of superintendence and direction." We hold all such plans to be as mischievous as futile, and we strongly object to attempts to fasten on Single Tax men any responsibility for these or any other ideas that may be enunciated in the "Politics of Labor." Mr. Thompson and the "Nationalists" are responsible for their own opinions, and are quite able to defend them. No one who knows anything of Mr. Thompson can do otherwise than respect his abilities and his aims, but his opinions are not those of the great body of advocates of the Single Tax, and I beg to enter my protest against being in any way held responsible for them.

I should not dare to ask you for space to set forth what I believe to be the merits, from a capitalist's point of view, of the project of which I am in favor, or to point out the confusion of thought involved in treating land as capital. If I have done anything towards making it clear to you or your readers that a believer in the Single Tax is not, therefore, a Socialist, I shall be more than satisfied. Your obedient servant,
G. B.
1st Nov., 1893.

NEW BRUNSWICK, NOT NOVA SCOTIA.

Editor MONETARY TIMES:

SIR,—I have seen a copy of your valued paper of the 27th Oct., and note a matter in it of interest to me on page 517, about winter oyster culture. I reside in New Brunswick, not Nova Scotia. My business is carried on in this village, where I put up the structure you mention, and handle the celebrated Malpeques of P.E. Island, and Buctouche Bay oysters, which are considered the best in the Dominion. You class our Buctouche stock and Shediak with Bay du Vin, which is not right; the latter are not considered of any value here. Your paper reminds me of home, having been born a few miles from the noble city of Toronto, but my home is now by the sea. When in a commercial line of business up west I was a constant reader of your paper for over twenty years.

J. BARNES.

Buctouche, N.B., Nov. 6th, 1893.

THE FIRE LOSS.

Editor MONETARY TIMES:

SIR,—I have been reading your articles about the losses by fire in this country and among our neighbors year by year, and how the insurance company men are having meetings to try and figure out how to stop them. I don't believe they can stop them, but they may make them less if they go the right way about it.

They want to be stricter with their agents, and stricter with their customers too, and not to be too ready to settle up a loss before they find out what was the cause of that loss. If they are too fond of being called a "liberal" company and a "prompt" company and a "nice" company, maybe they will have to pay through the nose for that nice reputation.

I tell you what it is, for one thing, we want in this country of ours better buildings, I mean better constructed buildings as a general thing. And I guess they want this most as bad over in the States, though I haven't been there much. If you look round and ask, Mr. Editor, you will find that the careless building of party walls in houses and careless putting up of flues in dwelling-houses are a curse in this country, for these two things are causing fires or making the fires bigger ones all the time.

I don't say whose fault it is in particular, architects or builders, or both—I guess it is both; for if the one makes a fool plan, the other ought to see through it and stop it—or who ought to be liable. But I notice that the insurance company generally gets salted, that is, when there is any insurance. Talking over such things as these ought to be as important as everlastingly talking about rates.

CANADIAN.

Napanee, Nov. 6th, 1893.

—The C.P.R. salt works, Windsor, will turn out 1,000 barrels of salt a day. The plant will soon be complete and will cost, when finished, \$75,000.

THE ST. LAWRENCE ROUTE.

A correspondent of the *Empire* reports Mr. Van Horne as saying that "the steamer 'Lucania,' or one possessing her sailing qualities, running to Quebec, could easily put passengers in New York on an average of 30 hours quicker than is now being done by that boat, counting the time from the railway stations in London to the hotels in New York city." It is probable that the correspondent did not repeat Mr. Van Horne's statement with absolute fidelity. The ocean journey from New York to Liverpool is 3,130 miles; from Quebec to Liverpool 2,660 miles. The difference is 470 miles; and the "Lucania" covers considerably more than that distance in a single day. The railway journey from Quebec to New York cannot be made in much less than a day, so that, practically, the actual traveling by the Canadian route would be less than that by the other by only a few hours. There would certainly be a considerable saving of time now lost in detentions at New York. After a vessel reaches Sandy Hook, there are serious delays in reaching the city; while in Quebec there is nothing to do but step ashore, as baggage is inspected on the way up the river. The great advantage of the Canadian route will be that a great part of the voyage is made in inland waters. The "Lucania" would occupy less than three days and a-half from land to land on the trip between Liverpool and Quebec.

We do not imagine, however, that a line of swift Canadian steamships will take many passengers from the Atlantic States. These will in all probability continue to sail from New York. But western travelers will be quick to learn the advantage of the Canadian route. The distance from Chicago to Quebec is about the same as from Chicago to New York. The distance from St. Paul or Duluth to Quebec is much less than that to New York. Passengers from cities named will make a large and increasing percentage of the Atlantic travel; and they will soon learn that they can reach Quebec more quickly and more cheaply than they can reach New York; while the ocean trip from Quebec will save them at least a day in time and two days of open sea. If merchants and travelers from the Western States learn to travel by the Canadian route they will soon learn to import and export goods by that route.—*Spectator*.

REQUISITES OF THE LIFE INSURANCE AGENT.

Read by Mrs. Julia E. Sherman, Ypsilanti, Mich., at the Insurance Congress, in Chicago, 1893. The following are extracts:

While many women are successfully doing a fire insurance business, very few indeed are engaged in life insurance in any capacity, and almost none at all as agents or solicitors: and yet because this work is so in the line of beneficence—so far reaching in its benefits, especially to women and children—it would seem an eminently suitable calling for womankind; and with any aptitude in this direction, and properly equipped for the work, this is doubtless one of the most promising, most remunerative business openings for women to-day; and the near future, I dare say, will see a great many recruits in the life insurance ranks; especially now that several of our best companies are not only willing, but eager to insure women upon any and all plans applicable to men, and without extra charge.

Madam Eve is just as desirable a customer to-day as is Mr. Adam, and, by the way, if I may be allowed to digress, and, for a moment step into that almost mythical garden, when Adam and Eve, after canning and drying all the apples needed for their winter's use, and not having much of a market for the rest of their crop, concluded to eat it up, I would note that, according to all accounts, Eve got rather left in the apple episode, and it has taken her 6,000 odd years to catch up.

Again, we cannot overestimate the financial importance, protection and security of life insurance. It outranks all other moneyed interests in this country, which in this money-getting age, is alone enough to dignify it beyond almost any other business. Such a business surely demands talents of no mean order worthily and successfully to present its claims. The lame, the halt and the blind who frequented this field in earlier days have long since

fallen into the ditch, and the agent of to-day demands respectful attention.

And now this ideal and coming agent—what must her qualifications be? Verily the same as those possessed by her brother agent, over whom, indeed, she has, in this field at least, some advantages. She should be utterly devoid of mannish ways. She can never afford to be otherwise than thoroughly womanly, though, I must say, that to have to go out into the business world—to be obliged to hobnob with Tom, Dick and Harry, if not a trial, is at least a sore test of one's qualities; however, if disagreeable, perhaps the discipline is wholesome—more fraught with good than evil consequences. . . . In these enlightened days it goes without saying, that a personal appearance otherwise than pleasing is inexcusable and wholly detrimental, as are manners otherwise than courteous and gracious. And let no woman in business presume upon the fact that she is a woman, but instead, let her strictly adhere to business methods—sell her goods, as it were, upon their own merits, and her success will hinge upon her honesty and competency in selling the same. She must of necessity be thoroughly conversant with her goods. She must know all the good points in her own company, and all the weak ones, at least, in other companies. She must in short have boundless insurance information, and some agents possessed of vast and varied mis-information, when judiciously used, do not badly. Our agent must be able to talk earnestly, eloquently, and unweariedly of old-line assessment, and co-operative insurance.

Energy, enthusiasm, and pluck must be un-failing, for it is no easy matter to urge upon a purchasing public goods of which they see no necessity, to make entertaining and clear a rather distasteful and complicated subject. Tact, in which no woman ought to be deficient, is a quality of utmost importance. And Tongue—with a capital "T." Sisters, let us felicitate ourselves! What has hitherto been our ridiculed and abused member, lo! is now become our strength and our financial salvation.

THE INVENTOR OF THE BICYCLE.

"The popular belief is that the bicycle is a modern invention, when, in fact, it really dates back to the seventeenth century," said Dr. T. C. Minor, in an American exchange. "I learned this one day when I was making some translations from the *Journal de Medicine de Paris*. Ozaram, in 1694, in his 'Mathematical and Physical Recreations,' tells of a carriage, as he calls it, 'in which one can ride without the use of horses.' And then he goes on to tell of how a lackey sits at the back, makes it run by 'walking alternately with his two feet by means of two small wheels concealed in a case just between the wheels behind and attached to the axle of the carriage.' This was the principle of the velocipede, so much improved since then. But the priority of the discovery of the bicycle I believe to be established without further argument or dispute. It was Eli Richard, a young physician of Rochelle, France, who made the first machine after which our modern bicycle is patterned. He was a medical student in Paris in 1666, and became one of the great physicians of France. He died at the age of 61, at Rochelle, in 1706, and there is a street in Rochelle named for him; and there is now a movement on foot to erect a bronze statue, not to Michaud, who, it is claimed, was the discoverer of the bicycle, but to the true discoverer, Dr. Eli Richard."

THE DOMINION IN ACCOUNT WITH THE G. T. R. AND THE C. P. R.

The chief statistician of the Dominion Government makes the following statement with regard to the aid the Grand Trunk and Canadian Pacific Railroads have received from the Canadian Treasury:

"The Canadian Pacific has received from the Dominion Government the sum of \$62,044,159, and 25,000,000 acres of land. Of this latter the Canadian Pacific sold 6,603,014 acres to the Dominion Government for the sum of \$10,198,521. The Grand Trunk received from the Government of Canada a loan of \$15,142,633 in 1855-57. At simple interest the amount of principal and interest due to the Federal Government at the time of the confederation,