

point of view, show him how the policy is going to confirm him therein, rather than violate his convictions."

Mr. Allen advises promptness in collecting the first premium, and in having the medical examination. He considers it wise to have a policy ready for a larger amount than was first applied for, which may be offered without a further medical examination. Cultivate an enthusiastic and cheerful spirit. Keep a carefully prepared list of prospective insurers and mail them well chosen circulars from time to time.

"Generous words about other companies and agents will win the respect of your prospect, while bitter words will excite his suspicion. If he holds policies in other companies call his attention to their good points.

Agents are earnestly warned against moving from one company to another. "There is no man in the life insurance business to-day more despised than the Rounder."

Mr. Allen winds up his excellent address as follows:

"Pride of vocation is justly yours. Independence, that accruing from honest work honestly done, is your merited boast. Your position, as an essential factor in the insurance business of to-day is practically unchallengeable and unchallenged. Through good report or ill, for better or for worse, you are the messengers of the gospel of thrift. It is for you individually and collectively to accomplish your mission that multitudes of the bereaved and otherwise destitute of the future, as of the past, shall rise up and call you blessed."

MONTREAL STREET RAILWAY COMPANY.

With such fine weather as prevailed in March there was naturally a large increase in the earnings of the Montreal Street Railway. The total earnings were \$235,305 as against \$209,231 in March, 1905 the increase being \$26,075.

The operating expenses were \$156,458 compared with \$159,004 last year, the decrease being \$2,546, which left the net earnings as \$28,621. The fixed charges were more by \$17,017, which brought the month's surplus down to \$17,604.

For the six months to end of March, the passenger earnings were \$169,753 more than in same period 1905, but, owing to large increases in operating expenses and fixed charges, the surplus for the half-year was only \$41,954 more than in 1905. The company has been singularly favoured this winter by mild weather, not a single blockade of snow having interrupted the traffic.

OTTAWA CLEARING HOUSE.—Total for week ending April 19, 1906—Clearings, \$2,155,850; corresponding week last year, \$2,167,279.

QUERIES' COLUMN.

In order to furnish our readers with information we propose to devote this column to replies to correspondents. Letters should be addressed to "THE CHRONICLE, Enquiry Department, Montreal."

Answers will only be given to such communications as bear the writer's name, not for publication, but as evidence of good faith, and only to questions referring to matters of general interest in regard to which the Editor of Queries' Column will exercise his own discretion.

1553.—F. R. S., Guelph, O.—International Salt declared a dividend on the common of 4 p.c. payable in quarterly installments, and the next dividend is payable on June 1. The company does not issue any detailed statements of its financial affairs so it is impossible to give you the information you ask for. We cannot advise on the probable market movement of stocks.

1554.—D. O. L., London, O.—The stock of the Butterick Company is listed on the New York Stock Exchange. It pays 4 p.c. per annum in quarterly instalments and is selling in the neighbourhood of 65.

THE ATLAS ASSURANCE COMPANY.

The 98th annual report of the Atlas Assurance Company, presented at the annual meeting on 10th inst., shows the business of the Fire Department to have been conducted under favourable conditions last year.

The Chairman stated that the fusion of the Manchester is complete as a result of which the company has got about \$2,000,000 of premiums of good business.

The premiums received, after deducting reinsurance premiums were \$4,017,800, and losses by fire \$2,270,370, the loss ratio being 46.16. The very moderate loss enabled appropriations to be made by which the fire reserve fund was raised from \$1,601,600, the amount at end of 1904, to \$2,134,800 at end of 1905, an increase of \$532,900. The reserve for unexpired risks was also increased, the advance being from \$1,726,000 at the end of 1904, to \$1,967,100, an increase of \$241,100. These two amounts make together a total reserve of \$4,101,900, which shows the Atlas Assurance Company to be in a position to meet whatever claims may arise from the San Francisco disaster.

The total assets of the company at close of 1905 were \$16,760,780.

It is unfortunate in one sense that the San Francisco disaster came in a year so near to the company's centenary, but that is not the first ordeal