

## OIL MATTERS AT PETROLIA.

(From our Own Correspondent.)

PETROLIA, Oct. 17, 1870.

A great number of wells are going down in the McMillan territory, and about ten are completed, some of which are of no avail. Some are not fairly tested, and others prove to be good ones. The Fish well is not yet fully tested, but from what I saw I should put it down as a good thirty-barrel well. The Reynolds turns out to be fifty, the Cole the same; Mr. Lancy's No. 1 (in that territory), is flowing, throwing the oil above the top of the derrick—its depth is only some 380 feet—so that nothing definite can be said. The Prince No. 2, the Vantye, the Lamb No. 2, the Taylor, and the Jeffrey & Kennedy wells, a little south, have all proved failures. The Jones is not yet tested, but has not a large show. The average of good paying wells in the McMillan territory and its vicinity has been, so far, about one in four.

Some sales of interests in wells have been made. Mr. Fish sold a fourth in his well for \$1,500, and Mr. Parsons sold out his well, No. 4, to Mr. Noble for \$3,000. The Toronto Rock Oil Company sold their lands here on Thursday. The west quarter of 13 in the 11th concession Ennis-killen, fifty acres, with two wells, was bought by Mr. Chisholm for \$8,000. The thirty acres of the west part of 13, 12th concession, brought between two and three thousand dollars. The Oil Springs property was also sold, and the whole of it was bought by Mr. Chisholm.

Lands about the late large strikes is held very high, averaging from \$1,000 down to \$200 per acre.

The production of crude has not increased. The shipments are about the same. I fear the export firms are thinking of reducing their business. The average production of the United States, as shown by the last month's report, shows that they are getting the enormous yield of 19,489 barrels per day. This must add considerably to the export business, and as stocks in foreign markets are large, it must considerably decrease the prices of future shipments, and leave such a small margin for Canadian export that great fears are entertained that this valuable branch of commerce may be entirely stopped.

Crude, \$1.50 to \$1.55 per barrel; Refined, 20c. to 22c. per gallon.

The engine-house and derrick of the Brake flowing well was burnt, with its machinery and about 300 barrels of oil, on Wednesday night; loss about \$2,000.

**PETROLEUM.**—The following shows the Exports of Petroleum from the United States, from January 1st to October 11th:—

	1870.	1869.
From New York.....galls.	68,478,220	58,366,281
Boston.....	1,320,374	1,852,028
Philadelphia.....	36,932,823	22,584,929
Baltimore.....	1,612,732	1,059,144
Portland.....	.....	.....
New Bedford.....	.....	.....
Cleveland.....	.....	.....

Total Export from the U.S.	108,341,149	78,863,332
Same time 1868.....	.....	79,040,849
Same time 1867.....	.....	48,982,118

**PETROLEUM IN PENNSYLVANIA.**—The September statement shows the following results:—

	British
Total shipment of crude for September of brls. of 43 gallons each.....	530,262
Stock on hand September.....	419,477
Stock on hand October.....	473,896
Add increase on October .....	54,419
Total production during September.....	584,681
Average per day for 30 days.....	19,489
Average per day in September, 1869.....	12,645
Daily increase September, 1870, over September, 1869.....	6,844

**THE TOBACCO CROP.**—The tobacco crop of the United States is given by the *Financial Chronicle* comparatively thus:—

Hhds.	1868-9.	1869-70.
Virginia.....	47,000	38,000
Maryland.....	30,000	25,000
Ohio.....	16,000	16,000
Kentucky.....	90,000	65,000
Other Western.....	30,000	25,000
Total hhds.....	213,000	169,000
Cases.		
Connecticut and Massachusetts.....	31,000	30,000
New York.....	50,000	6,000
Pennsylvania.....	7,000	12,000
Ohio and Western.....	14,000	20,000
	57,000	68,000

This shows a falling off to the extent of 44,000 hogsheds of Kentucky, Maryland, Virginia and Western Tobacco, while the increase in seed leaf is 11,000 cases.

**FRUIT SALE IN HALIFAX.**—The cargo of Malaga fruit brought by the brigantine *Teaser* was sold by auction, Oct. 10., and realized the following prices:—Layer raisins per box, \$2.50 to \$2.60 for lots of 10 and 25; \$2.25 to \$2.30 for lots 25, 50 and 200; \$2.25 to \$2.20 for lots of 100, 500, and over 1,000. Half boxes—Layers—\$1.24 for lots of 25 to 100; \$1.15 for lots of 200; and \$1.10 for lots of 1,000. Quarter boxes—62½c. and 65c. for lots of 200 and 300; 60c. for lots of 500 and 1,000. Flat (for table)—85c. to 90c. per qtr box. Best London Layers per box—\$2.60 for lots of 10 and 25; \$2.50 for lots of 50 and 100. Half boxes—\$1.37 for small lots; \$1.35 for lots of 100. Qtr. boxes 74c. Loose Muscatel—per box—\$3.00 to \$3.05. Lemons—\$5.25 per box; seedless raisins, 11½, 10½, and 10¼ per lb.; Prunes, \$2.05 to \$2.10 per box; Red Figs, 7½, 7¼, and 8c. per lb.; White Figs, 8c. per lb.; Canary Seed, \$6, 50c. per bbl.; Jordan Almonds, 50c. per lb.; Soft shell Almonds, 20c. per lb.; Filberts 9½c, 11½c, 12½c. and 13c. per lb.

—Notice is given of application to the Dominion Parliament, for a charter of "The Maganettawan Lumber Co.," operations to be carried on in Toronto, the chief place of business, and at Byng Inlet on Lake Huron. Capital \$300,000, in 3,000 shares. The first directors are to be A. G. P. Dodge, D. B. Chambers, Hon. G. W. Allan, Angus Morrison, M. P., and George Knight, M. P.

—From the 20th Sep. to Oct. 3, seven vessels cleared for ports in the United States with 1,900 tons of plaster of paris from Windsor, N. S.

## THE APPLICATION OF BUSINESS PRINCIPLES TO LIFE INSURANCE.

The organization, management and assured success of the National Life Insurance Company of the United States, afford signal and emphatic illustration of the wonderful progress of life insurance in this country. That the mutual companies of some years' standing, and having the prestige of large assets—accumulated when competition was not so fierce, and when companies were not so numerous as now—should be able to show great growth and prosperity, was matter of course. But that the experiment of investing one million dollars, as joint stock capital of a life company, should have resulted, within two years, in so pronounced and brilliant a success as is manifested by the National Life of the United States,—this we must admit to be one of the most remarkable triumphs of the day.

Thoroughly established; efficiently organized; admirably officered; fed by the efforts of first-class agents everywhere; daily and deeply grounding itself in popular confidence and favor; constantly adding to its financial strength, and already able to show an accumulation of \$667,000 in solid cash assets,—this company has justly

earned the praise of all who can appreciate true progress in that now most progressive of all branches of business, American life insurance.

We do not propose a labored eulogy of this company's operations; but it is manifestly due to an institution so ably guided, that the success it swiftly and surely acquired, should be admitted in a frank and hearty manner. In one respect this success is a positive demonstration of the once doubtful question, whether stock management could wisely and profitably be grafted upon the life insurance system. The wonderful popularity which has attended the National, from the start, has been as emphatic as a popular vote in indorsement of the stock plan. At the end of its first two years the company has on hand more actual cash than any company of its age, and this too, notwithstanding its reduced rates of premium. While the policyholders have been insured for less money than the companies which operate on the capital of their policyholders this company has saved a larger proportion of its receipts than they. A double benefit is thus experienced by the insured—low rates and superior security.

The business of the National is constantly increasing in volume; its income is wholly in cash, and considering the age of the company, is of handsome proportions. The strictly economical and shrewd management of the institution has been evinced by the amount of money realized, and safely invested, out of its two years' transactions. The old axiom that a "penny saved is a twopence earned" is nowhere more practically illustrated than in the conduct of the business of life insurance, and in the operation no company more forcibly than in that of the National.

A recent valuation of the National's policies shows that the company has available assets aside from its capital, sufficient for reserve fund, if calculated upon the same basis as that upon which the premiums are made. And we see no justice in any other mode of calculation. It is manifestly unfair and oppressive to require a stock company charging less premiums, to make its reserve upon the high-premium standard. In this particular case it is an assured fact, that the company is able to fulfil all of its contracts without using a dollar of its capital, provided it realizes six per cent. upon its investments. And of this rate interest the receipt is matter of certainty; the proprietors have put up \$1,000,000 of capital as an earnest that they can and will obtain six per cent interest; for, unless they do that, their capital itself remains at risk.

An inspection of the company's books has convinced us that the officers of the National have affairs well in hand, and under thorough and systematic supervision. All of the business is done promptly and efficiently; and, as an example of true business management, admirable as it is rare, commend us to the complete system pursued by the business men who manage the National Life. The exact financial condition of the company is known every month, and its policies are valued twice a year. By this process, the directors and stockholders are enabled to see the financial situation with all necessary frequency; and their personal interests in preventing any detriment to the capital is a complete protection to policyholders, such as other systems of management do not furnish.

There is one thing to be said in favor of the National and its plan, which, in the present juncture of fierce and feverish competition, will clinch its hold upon popularity; and this is, that its processes, its premiums, and its promises cannot easily be made the means of misrepresentation. The company plainly professes the stock principle; its premiums are definitely fixed at a reduced rate; no premiums are made beyond the pledge given in the policy. No opportunity, therefore, is offered for misrepresentation on the part of seductive solicitors; no chance for misunderstanding on the part of sanguine policyholders. The essence of the contract is money,—so much money for so much insurance. The in-