

ZEAL WITHOUT DISCRETION.—Mr. D'Eyncourt, the Clerkewell police magistrate, is no believer in that apothegm of the insurance canvasser, "Never take no for an answer." He heard the complaint of an agent who, calling at a house, to interview the servant, regardless of a negative decision on a previous occasion, encountered an enraged paterfamilias who ejected him with some violence. The magistrate, however, declined to encourage perseverance of this character and not only dismissed the summons for assault but mulcted the complainant in £2 2s costs. What a lot of commission to make up! exclaims "The Policyholder."

CALIFORNIA LIFE BUSINESS.—From a table in the "Coast Review" we find that the new policies written in California in last 6 years were:

1905.....	\$51,534,852	1902.....	\$41,508,910
1904.....	59,147,844	1901.....	32,950,246
1903.....	55,439,540	1900.....	29,770,388

The industrial business was

1905.....	\$8,480,949	1902.....	\$10,162,571
1904.....	8,538,328	1901.....	18,233,827
1903.....	8,660,765	1900.....	10,551,720

The falling off in 1905 is very marked in both classes of policies.

WEEKLY BANK CLEARINGS.—The aggregate bank clearings in the Dominion for last week with comparisons, are as follows:—

Montreal.....	\$27,788,466	\$25,296,910	\$31,331,900
Toronto.....	32,705,812	18,578,392	23,923,017
Winnipeg.....	8,060,983	7,071,165	2,934,115
Halifax.....	1,647,042	1,147,992	1,523,188
Quebec.....	1,495,255	1,247,350	1,699,463
Ottawa.....	2,820,615	2,224,910	2,353,502
Hamilton.....	1,515,569	1,156,534	1,434,777
St John.....	1,011,675	875,938	969,791
Vancouver.....	2,269,021	2,328,027	1,448,271
Victoria.....	955,446	934,829	442,371
London.....	1,136,325	798,700	1,053,047

April 5, 1906, March 29, 1906, April 6, 1905.

THE BANK OF NEW BRUNSWICK will open a branch at Moncton, 1st May, of which Mr. Williams, now manager at Charlottetown, will have charge.

THE WESTERN OF CANADA, British America and British American of New York have decided to discontinue their Northwestern Department under Manager George W. Hayes at Milwaukee on May 1. This department covers Wisconsin, Minnesota, North Dakota, South Dakota, Iowa and Northern Illinois. The special agents attached to the department are John H. Griffith for Illinois and Wisconsin, R. L. Bruen for Minnesota, North Dakota and South Dakota and George R. Crosley for Iowa. These states will report hereafter direct to the home offices of the Western and British America at Toronto. The agents of the British American of New York will report to General Agent W. R. Townley, of Chicago, after April 1. Mr. Haynes rounds out twenty-seven years with the companies and they have made a very handsome recognition of his services in the way of an annuity for life.

A BIG SCHEME, INDEED.—The story is not at all incredible that is told in the February number of the "Vigilant," that a few months ago a scheme was being devised to get control of the "big three" New York life companies, to be managed as a gigantic combination by a committee consisting of Presidents McCall, Alexander and McCurdy, with Mr. Perkins as general manager. The reduction of operating expenses by combination—the usual trust argument—was advanced as a justification and the practical driving of the other companies out of business was regarded as the certain result, giving the life insurance business over to a combination whose power would be

irresistible. The plan meant the control of more than \$1,325,000,000 of assets and five billions of insurance already in force. The first-year commissions to agents were to be reduced to about forty per cent., for it was held that they would be absolutely at the mercy of the combination. The writer in the "Vigilant" vouches for the accuracy of his statement.

HOW TO HANDLE LUMBER FIRES.—According to an expert underwriter and an eyewitness, the work of the Philadelphia Fire Department in subduing the large fire which destroyed the lumber yard of J. Gibson McIlvain demonstrates that the local firemen are unfamiliar with proper methods to handle lumber fires. Speaking of the matter, he said: "In cities like Buffalo, Chicago and the Northwest, where they have great lumber districts, a most careful study has been made of lumber fires, and it has been found that the most effective means of protecting the lumber piles is to take a few boards off of the top of the pile and lean them upright against the sides of the pile. This makes a very effective wooden wall around the pile, which takes long to burn through, and proves a barrier against the rapid spread from one pile to another. As the high piles stood last night with strips between each layer of boards for ventilation, the fire was quickly sucked in through the pile and the whole thing was quickly ablaze. The system as used in other cities is not an experiment, but an accepted and effective method for handling lumber fires, and it would be well if the Philadelphia department studied up the matter."—United States Review.

THE VALUE OF INSURANCE.—The system of life assurance, with its record of already distributed millions, and the tangible guarantee of future perpetual distribution in its still other invested millions, is a gigantic object lesson of the provident care of the stronger for the weaker. The mainspring of the system is found in the recognition by the assured of an obligation to provide for and protect those dependent upon him, and is distinctively the fruit of a Christian civilization. Life assurance is also a recognized factor in securing the safety and stability of the social fabric, and while it is an individual protector it is a public benefactor. A million dollars secured to the widow and children of the no longer living provider means not simply personal comfort and educational advantages to the beneficiaries, but it means as well less prison cells, and less poor-houses.

Of the commercial value of fire insurance we took occasion recently to speak in these columns, pointing out its mission as an equalizer of the strain caused by fire loss, and by its distributive facilities causing the restoration of the factory with its hum of machinery, the store with its replenished shelves, and the home with its vanished belongings. In re-creating burned towns and in saving influential firms from bankruptcy, fire insurance is as indispensable to the commercial world as are railways or telegraphs or banking institutions in their way. But fire insurance has something more than a commercial value, great as we concede that value to be. In saving a large factory or a mercantile establishment from ruin, it also protects the "family;" not alone the family of the owner, who in a multitude of cases would be absolutely ruined after a destructive fire, but the families of the men and women who find employment in these stores and factories. What ever saves men and women from want saves them from the worst forms of temptation to crime; and it is time that fire insurance as a conservator of good society, in as explicitly as a promoter of prosperity, received the recognition which is its due.

It is because the insurance idea is fundamentally correct