

## FIRE

FOUNDED 1792

## MARINE

INSURANCE COMPANY OF  
NORTH AMERICA

OF PHILADELPHIA

Capital, \$3,000,000    Assets, \$9,295,037  
Losses Paid since Organization,  
\$83,400,354.00.

ROBERT HAMPSON &amp; SON

General Agents for Canada,  
18 Corn Exchange Building, MONTREAL, QUE.

# Confederation Life Association

HEAD OFFICE, - - - TORONTO

The Unconditional Accumulative  
Policy issued by this Association is ab-  
solutely free from conditions from date  
of issue.

## PAMPHLETS

The Association publishes an inter-  
esting set of pamphlets, giving full par-  
ticulars regarding its different plans of  
insurance, and will be pleased to send  
them on application to the Head Office,  
Toronto, or to any of the Association's  
Agents.

HON. SIR W. P. HOWLAND, K.C.M.G., C.B.,  
President.

W. C. MACDONALD,    J. K. MACDONALD,  
Actuary.                      Man. Director.

LIFE AGENTS.    AGENTS.    LIVE AGENTS.

**Star Life** Accumulated Funds nearly  
£5,000,000.  
**Assurance** Annual Income  
£ of £1,000,000  
The old Star Life has the new plans  
Protected, "Special Endowments" &c.  
**Society**  
1843—ESTABLISHED—1843

## THE .... [Incorporated 1875] Mercantile Fire INSURANCE COMPANY

All Policies Guaranteed by the LONDON AND  
LANCASHIRE FIRE INSURANCE COMPANY OF  
LIVERPOOL.

## ANGLO-AMERICAN FIRE INSURANCE CO.

HEAD OFFICE:

McKinnon Bldg., Toronto

AUTHORIZED CAPITAL, \$1,000,000

Full Government Deposit. Insurance ac-  
cepted at equitable rates.

A. DEAN, Manager.

City Agent—H. G. CHARLESWORTH.  
Telephone 2490.

Applications for Agencies Solicited.

Hides and Skins.—The situation has  
not changed much in two weeks. The  
stock of hides is light and the demand  
very fair. Neither hides nor skins are al-  
tered in price from last week's quota-  
tion.

Oils.—Trade is beginning to move on  
fall orders. It is not yet time for the  
heavy orders in anticipation of winter,  
but there are plenty of orders for car-lots.  
We quote: Petroleum, Canadian pure  
white, 14½ to 15c.; water white, 15½ to  
16c.; photogene, 16 to 16½c.; American  
family safety, 17 to 17½c.; Pratt's astral.,  
16½ to 17c., and package, \$1; all others  
package free. No change in cod, lard or  
linseed oils. Turpentine is a trifle higher  
at 55 to 56c. per gallon.

Provisions.—A good deal of butter is  
arriving, but the quality is far from gilt-  
edged, jobbing price 16½ to 17 cents; for  
creamery 20 to 21c. is readily obtained;  
cheese is steady and jobs at 10c. as a rule.  
There is prospect of an average make, the  
pasture having been good. No dried or  
evaporated apples are in market, the feel-  
ing in both is much stronger, owing to  
failure of the growing crop. The mar-  
ket for hog products is firm all round, we  
quote long clear bacon 11c., with prices  
for smoked meats unchanged; eggs are  
easy at 11½ to 12c., and in good supply;  
white beans firm at \$1.75 to \$1.80 per  
bushel of 60 lbs.

Wool.—Business is extremely dull, there  
is no export demand whatever and manu-  
facturers appear to be keeping out of the  
market. We are unable to change quo-  
tations.

## A LITTLE HARVEST RHYME.

This jingle was written for Georgia,  
but will do very well for Canada:  
The world is looking brighter  
When the crop's laid by;  
The heart is feelin' lighter  
When the crop's laid by.  
You forget the summer's heat  
In the fields of corn and wheat,  
And the reapin' song is sweet  
When the crop's laid by.

## THE IDEAL TRAVELLER.

A salesman's personal appearance has  
much to do with his success on the road,  
and our salesman—the one we all like  
and with whom dealers prefer to trade—  
is particular about his looks. Little  
things count, and he knows it, so he is  
always neat. His clothing is well brushed,  
his shoes shined, his linen spotless, his  
necktie harmonizes with his apparel, and  
his clothes accord with his business; that  
is, he doesn't go out to call on the trade  
clad in a Prince Albert or a cutaway. He  
is dressed like a business man. And last  
of all, he takes particular pains to see  
that he never opens goods for a possible  
customer with his finger nails dressed in  
mourning. He is a gentleman, and  
courteous under all circumstances, no  
matter what his inner thought may be.  
So much for his exterior.

Now, the ideal salesman sends his  
orders in as he receives them; no more  
goods and no less; plainly written, with  
terms and method of shipment clearly in-  
dicated. The prices are not cut, and he  
doesn't give an automobile free with each  
order to induce a man to buy. His route  
lists and expense accounts reach the house  
regularly on a certain morning, and he  
draws his salary when it is due. His cus-  
tomer pays his bills promptly, and he  
rarely loses an account. This is the sales-  
man, and may his kind increase. Let  
some invisible mascot accompany him  
every time he makes a call.—Tobacco  
Leaf.

## THE MERCHANTS

## FIRE INSURANCE CO.

HEAD OFFICE:

CONFEDERATION LIFE BUILDING,  
4 RICHMOND ST. E., TORONTO

Capital &amp; Assets Over \$500,000

JAMES SCOTT, President.

T. KINNEAR, Vice-President.

R. E. GIESON, and Vice-President.

JOHN H. C. DURHAM,  
General Manager.

## Union

## Assurance Society of London

Instituted in the Reign of Queen Anne,  
A. D. 1714.

Capital and Accumulated Funds  
Exceed \$16,000,000

One of the Oldest and Strongest of  
Fire Offices

Canada Branch: Corner St. James and  
McGill Sts., Montreal.

T. L. MORRISEY, Manager.

W. &amp; E. A. BADENACH, Toronto Agents

## The Continental Life Insurance Co.

Head Office, TORONTO

AUTHORIZED CAPITAL, \$1,000,000

The policies of the Continental are as liberal and free  
as absolute safety allows, and the premiums are as low  
as the security of policyholders permits. For districts  
and agencies apply to Head Office.

HON. JOHN DRYDEN, President.

GEO. B. WOODS, Manager.

CHAS. H. FULLER, Secretary.

4½ %

## BONDS

FOR SALE

Insurance Agency Corporation of Ontario,  
Limited

MAIL BUILDING, TORONTO

W. BARCLAY McMURRICH, K.C., President.

W. E. H. MASSEY, Vice-President.

GEO. H. ROBERTS Managing Director.

## The London Mutual Fire Insurance Co. of Canada

Head Office—LONDON, Ont.

Incorporated under Act of the Dominion  
Government. Full Government De-  
posit. Agents wanted in unrepre-  
sented districts.

HON. JOHN DRYDEN,    GEO. GILLIES,  
President.                      Vice-President.

H. WADDINGTON, Sec. and Man. Director.

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