

you good." Sensible woman. We have known the business sky clear wonderfully to a man's eyes, and his digestion improve, after a romp with his little ones, or a game of bowls or a row on the river. A man who wastes his supply of nerve force, in the years between twenty and forty, by excessive attention to business, may look to be an invalid, seeking lost health, for the remainder of his life. No man should permit himself to be so absorbed in the pursuit of gain—or even in the earning of his livelihood, that he has no time to give to the recreation needful for his physical and mental tone. It is easy to lose health; it costs time and pain and money to regain it. When a business man begins to find his digestion flag, to find sleep difficult and to feel the need of stimulants to "brace him up," it is high time for him to ask whether his life is not too much in a groove, high time to shorten his hours of sedentary head work. Nature will not be imposed upon; she expects man to respect the balance between mental and physical exertion and to pay, as well, some attention to the moral tone.

"Accuse not Nature; she hath done her part;  
Do thou but thine."

#### STATE OF TRADE.

We have a reply from the Montreal clothing house of H. Shorey & Co. which states that, in their experience, business has been very good, a considerable improvement on that of last year.

The well known firm of J. H. R. Molson & Bros., brewers, Montreal, writes, under date 19th inst. "Business has been fairly good with us; and the same may be said, we think, of business in general."

This from Messrs. Kinloch, Lindsay & Co., wholesale grocers and tea dealers, in Montreal: "Business is all right if the boys in the country would pay their bills. They don't, though."

Messrs. H. S. Scott & Co., dealers in hardware at wholesale, Quebec, tell us that they "Have found business good and payments fair."

From the firm of Louis Cote & Brother, wholesale manufacturers of boots and shoes at St. Hyacinthe, P. Q., we receive the following reply to our enquiry about the state of business in that place. "We are happy to say that business is still very good in St. Hyacinthe and promises to continue so, owing to the development and success of our manufactures which are increasing in number steadily. There are now under construction by the St. Hyacinthe Manufacturing Company, a fine woollen mill and by Mr. Moseley, of Montreal, a large tannery to manufacture fine leathers, which will be soon ready for operation. A large number of new residences have been erected this summer contributing to give employment and satisfaction to the working people of this place, who are, to all appearances, well satisfied with their earnings, as we have had no strike of any kind neither in the factories nor in the building trades. Business is good and all classes appear to be doing well."

The management at Mount Forest of the Ontario Bank branch writes:—"Farmers are complaining of 'hard times,' and collections are made slowly. More grain, however, has come to the market this year, by a good deal, than last."

We are always glad to hear from St. John and particularly glad to hear from Daniel & Boyd. Here is what that firm has to say as to trade this year:—"The general business of New Brunswick has been relatively good during the past year, several new industries have been developed, and old ones enlarged. Coasting trade, by smaller vessels, has proved profitable and active, but trade in lumber and freightage to the British markets has been dull. The demand for coal has exceeded the supply, but the opening of the Joggins Railway connecting the coal districts with the Inter-Colonial Railway will greatly increase that supply, and benefit St. John, which is interested in it. Business in the iron and allied industries, locomotives, railways &c. is brisk, crops generally have been good and fisheries profitable, remittances fairly active."

The following sketch of the commercial situation in the province of Quebec is sent by the old firm of J. B. Renaud & Co.:—"The district of Quebec has had a very good crop of hay, oats and potatoes, the principal products of its soil, and in view of the short crop in Ontario a good demand and fair prices can be relied on. The fall business was very good. Farmers are selling freely and remittances are good. The only dark spot is the almost complete cessation of lumbering operations on the north shore of the St. Lawrence. The cutters of spruce, which is the only timber to be found in that section of the province, have not been able lately to compete in the English market with the spruce from the Baltic. Still a revival in the building trade of England would soon cause the reviving sound of the axe again to be heard in these regions. The City of Quebec is one of the principal markets of Canada for pickled and salted fish and the business this fall has been very good. The supply, although exceptionally large, has been well absorbed by the country trade and the stocks are moderate."

Lawson, Harrington & Co., of Halifax, write:—"There has been a good business done in Halifax this year, but we want the fish treaty renewed to make our fish trade right with the United States."

B. J. Nash & Co., carriage makers, London, say:—"So far as we can see, business has been very good. Judging by our own there is nothing to complain of. Business has been good, collections fairly easy and bills have been met promptly. We don't want commercial union."

The appended memorandum is from the manager of the Port Elgin Brush Co.:—"I think from general observations that business in this section has been better this fall than for some years, I account for it in this way, that though the wheat crop has been somewhat lighter than in the past, barley, which has been more freely grown, is a good crop and was harvested without rain, leaving it a good color. And it has, therefore, brought the top price, making up for any deficiency in the wheat crop. Further our grain merchants here have had faith in the market and have been paying higher prices than neighboring towns. Our manufacturers seem busy and talk hopefully of prospects ahead, so that I feel justified in saying we are not only holding our own but advancing steadily."

The manager of the Standard Bank branch at Campbellford writes this week that "Trade generally has been fair but payments slow. Crops full thirty per cent. below the average. Cheese has done well in price and quantity, which well helps to make up the deficiency in the crops. On the whole, consider the business outlook, in this district, fair."

The well-known manufacturers of agricultural implements, The Watson Mfg. Co. of Ayr, Ont., writes to us: "Business with us the last season has been remarkably good. Every binder, reaper, mower and rake that we made was sold, and we shall largely increase our output for 1888."

The Dundas firm of John Bertram & Sons, makers of machinists' tools, wood-working machinery, and locomotive parts, have found the business of the year active and satisfactory. They write,—"During the last year we have been unusually busy, much of the time having to run our shops at night. We have more men employed and are paying more wages than in any previous year."

Business about Ridgeway, in the opinion of Mr. R. Davidson, merchant tailor, is fair, although the bulk of trade done is a little later than last fall owing to mildness of the weather, and markets for grain and beans, of which latter there is a large quantity raised in this section, not being much more than opened. The difference between this and last fall, in my business, is marked, showing a large increase, but all general merchants are not doing so well.

#### INSURANCE NOTES.

It is a heavy indictment which the November *Monitor* brings against the builders, or fitters, or ecclesiastical architects of New York, when it declares that "eight church fires occurred in this city during the first quarter of 1886, all of them caused by defective construction of heating apparatus."

An underground accident business of considerable dimensions has been done in Ontario by the United States Mutual Accident Insurance Company. We are told of employees in wholesale houses in this city who have acted as agents for this illegal business, and have boasted of the sums they have made out of the commissions obtained. This is the same Company which was represented by O'Hearn in Winnipeg, and he was "hauled up" before the magistrate, but got off with a fine. We call the attention of the government to this illegal business.

Agents of the regular life companies have lately received a circular from Mr. Harper offering magnificent inducements for business for his company. Upon which Brother Hine remarks: "Ye cannot serve God and Mammon," says the scriptures, and it is applicable to the agent who proposes to deal in two kinds of insurance.

Mr. John Kennedy, who for many years was inspector of the Royal Insurance Co. and has for the past year acted as fire superintendent of the "Fire Insurance Association," will on the first of January next become the manager of this company in Canada. Mr. Robertson, hitherto the manager, will then devote his whole time to the Life Branch of the London and Lancashire Insurance Company of which he is the manager in Canada. Mr. Kennedy has received an education in his position as inspector of risks and adjuster of losses for many years, that will prove of great advantage to him in his management of the Fire Insurance Association.

The New York Life Company has secured the services of Mr. S. F. Magurn, formerly with the Royal in England and more lately Canadian manager of the City of London Fire. He has gone to St. Louis and taken the position of assistant manager. Mr. Magurn has a good company to work for and the company has secured a live man.