

pany can pay—no company or bank can or does pay—as large dividends now as in former years. This company, however, stands head and shoulders over any other company to-day in respect of the low cost of insurance. He hoped that the agents would maintain their record as perfect marvels in the field by writing in excess of three millions of desirable new business for the current year.

Mr. B. M. Britton, Q.C., Kingston, moved, seconded by Mr. J. Kerr Fiske, Toronto, "That the thanks of the directors and of this meeting are hereby tendered to the manager, secretary, officers and agents of the company, for their unremitting attention to the company's interests during the past year and for the very satisfactory state of its business which the efficient and faithful discharge of their respective duties has enabled the directors to submit on this occasion."

Before speaking to the motion, Mr. Britton said it seemed to him that a meeting of the Ontario Mutual was hardly a meeting at all without the genial face of their lost friend, Mr. Marshall. All miss his presence here to-day. In paying his humble tribute of respect to his memory, he need hardly say that their late colleague always had the interests of the company at heart, and his presence ever gave tone and vigor to the deliberations of the board, while his geniality, sociability and uniformly honorable conduct imparted pleasure to those associated with him.

It was quite proper that a resolution of this kind should be placed in the hands of a director, for it was their province to judge of the importance of the services rendered to the company by the different officers named. He was pleased to move the vote of thanks to the manager, the secretary, the officers and agents, for all have performed their duties to the satisfaction of the board. In the manager the company has a Nestor in life insurance, a Bismarck in diplomacy, one who having eyes sees not and ears hears not, except where the interests of the Ontario Mutual are involved, in order that everything may be utilized for the benefit of its policy-holders.

In all Governments it is necessary to have a Secretary of State, so this company has its secretary, a Chesterfield in manners and attainments, who, in the discharge of his various duties, stands between the board and its agents and between the company and its policy-holders. How well he has done his work, all who have correspondence with the head office will bear willing testimony.

In the superintendent the company possesses a field marshal capable of handling an army of agents, and although he came to us untried he has shown his fitness for the position he occupies and has earned the thanks of the company for his valuable services. The other officers, one and all, deserve a meed of praise, for all of them have worked faithfully to promote the interests of the company. All clerical as well as actuarial and other work must have been well and faithfully performed to have given such satisfaction.

Continuing, Mr. Britton said the agents were the mainspring of the company's prosperity. They brought the "grist to the mill," for without them the company might as well put up its shutters. The difficulty of procuring applications owing to the competition among companies and from other causes, was growing greater from year to year, but the company's agents, honest, faithful and devoted to their work, know not failure, and they may justly claim a large share in the vote of thanks which this meeting is asked to pass.

The motion was carried amid applause.

REPLIES MADE.

In his reply Mr. Hendry said: "It is quite a delicate matter to reply to such a flattering address as my special friend Mr. Britton has proposed. It is gratifying, indeed, to feel and to know that the board has confidence in myself and co-workers. I may say for myself, and I do say it with a great deal of pleasure, that we have all worked along together with the greatest possible harmony. Our aim, at all times, has been purely and simply as to how we can accomplish the best results for our members.

"In respect to extending our lines of insurance to females, I may say that the evidences are somewhat against it, owing to many difficulties which, so far, have not been satisfactorily overcome; but the chances are that we will be able to do something more liberal in the near future."

Mr. Geo. Wegenast having returned thanks

briefly, Mr. Hendry paid a glowing tribute to his ability as an accomplished mathematician and actuary. He stated that the whole of the actuarial work was now and had been for some time entrusted to Mr. Wegenast, and that it was performed in the very best professional manner.

The secretary, Mr. W. H. Riddell, in returning thanks, said that he was pleased to know that after fifteen years' services as secretary of the company, he was on terms of the most pleasant relationship with the board, the officers, the agents, and with thousands of esteemed correspondents throughout the Dominion. As long as he should be connected with the company, he hoped he would deserve at least some of the many kind things said of him by his friend, Mr. Britton.

Mr. W. S. Hodgins thanked the mover and seconder of the resolution for the kind and even flattering words spoken of the agency department. As head of that department, he could vouch for the ability and devotion of the agency staff. The interesting series of agents' meetings which had been held during the last two days would do much to improve the quality of the agents' work, and to enable them to accomplish still better things in the future.

Mr. Burrows, of Belleville, on behalf of the agents, expressed his high appreciation of the language of the resolution. He said this was the twentieth annual meeting he had attended, and on the 19th of July, 1896, he will have been in the service of the Ontario Mutual Life 21 years. He urged fealty to the company, and zeal and unremitting perseverance in agency work.

Mr. E. M. Sipprell, of St. John, N.B., said he felt sure that the Ontario was the best company that is before the public to-day, and that the agents will leave no stone unturned to advance its interests. The agent who was most successful in his canvass conferred the greatest benefits on his community. A policy was very often a "blessing in disguise," and was only properly appreciated in most cases when it became a claim. The successful agent was a benefactor in his day and generation.

The Rev. J. McNair, pastor Waterloo Presbyterian Church, in a few choice words moved a vote of thanks to Dr. Webb, Medical Referee, and the company's examiners, and the Rev. S. R. Knechtel, pastor Berlin Evangelical Church, having expressed his satisfaction as a policy-holder, feeling sure no other company could give him better results.

The scrutineers, Mr. Geo. Wegenast and J. D. Conway, reported that the balloting resulted in the unanimous re-election of Messrs. I. E. Bowman, Waterloo; E. P. Clement, Berlin; Alfred Hoskin, Q.C., Toronto, and Hon. W. Laurier, Arthabaskaville, Quebec.

On motion of Mr. George Moore, Waterloo, Messrs. J. M. Scully and George Davidson were appointed auditors of the company for the current year.

The meeting was brought to a close by all joining and singing "God Save the Queen." The directors met subsequently and re-elected Mr. I. E. Bowman, president; Mr. C. M. Taylor, first vice-president, and Mr. Robert Melvin, second vice-president for the ensuing year.

"TIPS FOR TRADERS."

The English manufacturer, or at all events his agent abroad, is proverbially arrogant and dogmatic to customers, insisting that his make of goods is best, and that he knows better than the customer. Other representatives are more civil to the foreign merchant, and thereby get his trade. On a recent report of the English Consul at Cherbourg, remarking upon this peculiarity of the Englishman, the current issue of *Punch* has the following:

Always start with the assumption that you are doing a very condescending act in allowing the dratted foreigner to purchase any of your coal, iron, shirtings, chemicals, or whatever it may be.

Never take the trouble to translate your trade circulars into any foreign tongue. To make out their meaning will be a useful lesson in English for the poor jabbering Frenchman, Italian or Teuton.

Bearing in mind that the decimal system prevails in France, quote all your prices in pounds, shillings and pence. The mental anguish which this will cause to your (possible) French customers will be a fitting return for their nastiness about Egypt, Siam, etc.

Remember that the only dignified interna-

tional attitude to adopt to an obviously inferior race is to fling your goods down and say, "Take them or leave them." This is what makes Englishmen so popular on the continent.

As the German firms that compete with you take great care to send engaging and polyglottic young men to push their goods in France, you had better send nobody, but manage everything by correspondence—in English, of course.

If you do forget yourself so far as to despatch a traveller abroad, be very careful to pick out a person who knows no French and less German, and who will make it quite plain to everybody he meets that he considers English the only "language" in the world, all the others being "lingos."

Don't yield to the nonsense of consuls and other ignorant people, who tell you that to gain the custom of foreigners you must drop some of your own. Don't "stoop to conquer." *Brusquerie* and business, bad manners and good trade, are intimately allied.

Lastly, if you do manage to get an order abroad, give as much trouble to your customer as you can, by leaving him to arrange for payment of customs dues, delivery, and so on. It will do him good. Those foreigners are very lazy, and you should try and cure them of this trait.

—A test suit has been brought by the Anglo-American Land, Mortgage and Investment Co. of England, against Edward Joslin, one of the wealthiest residents of Keene, N.H., to compel payment of a call of £10 per share of the stock. Many dollars worth of this stock is held in New England, and if the company wins its suit it is said that \$45,000,000 will be involved. The amount involved in this suit is \$150,000 under a call of July 1st, 1894.

—"That there thin chicken with the draggled feathers," said the farmer to the summer boarder, "is the one I call the Socialist. Know why?" Of course, the boarder didn't know. "Well, I'll tell you. I call him that 'cause he spends so much time chasin' the other chickens to get their vittles away from 'em that he don't find no time to pick up none for hisself."—*Indianapolis Journal*.

Commercial.

MONTREAL MARKETS.

MONTREAL, 10th June, 1896.

ASHES.—The old country demand is rather lighter, though one fair lot, as business now goes, of 44 brls, was shipped at the end of last week. Values are fairly steady at \$3.60 to 3.70 for first pots; seconds, \$3.30 to 3.35; pearls, \$4.80 to 4.90. Stocks in store are about 305 pots, 35 pearls.

CEMENTS AND FIREBRICKS.—Considerable disappointment is felt in the local trade that no part of the Government contract for 14,000 barrels of cement, to be used on the Trent canal, came to this city, the whole being awarded to the Rathbun Co., at Deseronto. Business is quiet, the demand in few cases going beyond car lots. Receipts for the week just ended: 3,500 brls. of English, 6,000 of Belgian, and 62,000 firebricks. Prices are without change of any kind.

DAIRY PRODUCTS.—Shipments of cheese last week are reported to have been 42,350 boxes, as against 57,029 boxes for corresponding week last year. Total shipments thus far this season are 122,712 boxes, as compared with 147,753 last year. Of butter 915 packages were shipped. The cheese market is a shade stronger than at date of last writing. The usual weekly receipts of French country cheese on Monday were 3,000 boxes, which brought about 6½c.; finest Western is quoted at 6½ to 6¾c. per lb. Butter is dull, shippers buying but lightly, and 16 to 16½c. is about the limit for full grass creamery, with other lines neglected. Fresh boiling eggs are quoted at 9 to 9½c. per dozen and not particularly active.

DRY GOODS.—Business is still of a between seasons character, and few travelers are yet started on the regular fall trip. An advance is announced in spool cotton, due to the further amalgamation among leading thread manufacturing concerns in the old country. The feeling among our merchants is generally that of hopefulness, needed rains having fallen in this province, and the aspect of the fields being improved thereby.

GROCERIES.—Complaints of slow business are still general, and in no line of goods do we hear of any important transactions being put