

EUROPEAN & N. AMERICAN RAILWAY.—The receipts for the month ending December 31, were as follows:—Passengers, \$4,944, Freight \$8,755, Mails and Sundries, \$567—Total \$14,266—an increase of \$1,617 over the month of December, 1866. Compared with that month, the receipts for last December, show a large gain in freight—say \$1,714—and a slight falling off in Passengers.

TRAFFIC RECEIPTS.—Railway returns for December show that the receipts of the Great Western Railway were nearly \$75,000 over, and those of the Grand Trunk \$9,000 less than in December, 1866.

WELLINGTON, GREY, & BRUCE RAILWAY.—The action of Garafra township, as mentioned in our last, of voting \$20,000 as a bonus to this project, has been quashed owing to irregularities in the voting. Mr. Adam Brown, the President of this Company, has tendered his resignation, owing to the suspension of his firm, Brown, Gillespie & Co. He has been asked to withdraw his resignation.

WOODEN RAILROADS.—The earliest form of railway consisted of wooden rails laid on cross-ties. When well constructed, there is no doubt of their utility and success. During the late war the Confederates were often obliged to make use of wooden rails, and over them they transported thousands of tons of army supplies and soldiers. A much higher rate of speed may be obtained on wooden roads than is generally supposed. If properly built, a speed of fifteen or twenty miles an hour may be safely attained, which is as much, or more, than is realized on some iron roads rated as first-class, but too often, in reality, rotten and unsafe concerns. One of the requisites for the successful working of wooden railways is that the locomotive shall be light, and also the loads carried. Good broad-faced wheels are also essential. Such roads are considerably cheaper than plank roads in first construction, and also in maintenance. Wooden railroads can be constructed in some localities for the sum of \$1,000 a mile. The exhibition of a very little united spirit and energy among country neighbors would put their towns and villages in railroad communication with the principal through lines of travel. Our attention has been called to this subject by reading the accounts of a projected wooden railway from Carthage, N. Y., to Harrisville, a distance of 47½ miles. The rails are to be of maple, strongly wedged into heavy cross ties, and the expense of the construction, all complete, is estimated, per mile, as shown by the following figures:—

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| 1,760 ties, delivered at 10 cents..... | \$176 00 |
| 21,120 feet B. M. maple rails, delivered at \$15..... | 316 80 |
| Wedges delivered, say..... | 40 00 |
| Notchings, ties and track laying..... | 467 20 |
| Total..... | \$1,000 00 |

The solid maple rail, 4x6 inches, wedged edgewise every three feet into heavy notched ties, forms a track equal in strength to that of any other railroad, and is capable of bearing heavy rolling stock, provided the wheels have a rim five inches in width. Fine sand and dust, which get on the rail, is soon crushed into the wood by the car wheels, and forms a hard and gritty surface, which does not wear, and greatly facilitates the traction. The maple rail, if sound, will last a number of years. A good deal of interest—we might say excitement—is now going on in Jefferson county, N. Y., concerning these wooden roads. —Mr. J. B. Hurlburt enjoys the credit of being the projector and engineer. A short road of this kind, built by him, six miles long, has been successfully used for eight years. He is now constructing a wooden railroad twenty-two miles long, to connect the Clinton iron mines with the Oswegatchie railroad. Sixteen miles of the new railroad are nearly completed, and a portion is in actual operation. —*Scientific American.*

PROPOSED COTTON FACTORY.—Mr. George Stephen, of Montreal, proposes to build a cotton factory at Cornwall. The required capital is \$200,000, one fourth of which sum the people of Cornwall are to subscribe, or the work will not be gone on with, Mr. Stephen supplying the other three fourths.

Insurance.

HOW CAN I BECOME A GOOD AGENT?—With an agent, the first necessary step is to gain the confidence of those with whom he is dealing. Life Insurance, like every other new thing, no matter how great a blessing intrinsically, is looked upon with suspicion. As those who invest in it must deprive themselves of something else their money would buy, they want reliable assurance of the security of their savings. To give this assurance and to remove the many prevalent erroneous impressions concerning life insurance entertained by the public, are the first and most essential task for the agent to perform. A happy success will certainly follow confidence, the only fruitful ground-work of a life insurance agent's operations. To impart this confidence in behalf of the company he represents, he must possess it himself, and be able to convince the public that he could be induced to represent no cause not thoroughly good and trustworthy.

With a life insurance agent, the next essential to success is a complete knowledge of his business. He must thoroughly understand the general principles of life insurance and the peculiar features of his own company. This proficiency he can only acquire by careful study, reading and experience. It will, however, enable him to determine at once the plan, amount, &c., of a policy, which age, occupation, social and business relations render most eligible to any person with whom he comes in contact. Of course his capacity to learn and accomplish this much is based upon the supposition that the new agent is endowed with common sense, and that he is at least an ordinary judge of human nature.

Another indispensable qualification for a good agent is activity in personal solicitation. Publicity obtained through the press, and other general channels, are absolutely requisite to a company's extended success, but an agent who relies entirely upon a flashing sign and long advertisements to attract and secure insurants, will have ample time, while waiting for them in his office, to meditate upon the prospect of his death by starvation. Expensive displays excite suspicion. Many draw their purse-strings tighter at the sight of costly allurements. The most judicious are apt to regard those companies as the most solid and reliable that make the least public pretension, for the simple reason that they conceive that these have the least necessity to "puff" themselves. But by insisting so emphatically on personal solicitation, we do not mean that an agent should "bore" anybody, for no respectable man would make himself a nuisance, and no honorable company would countenance such an infraction on the public. Between boring and sluggishly inactive waiting for something to turn up, lie many feasible and becoming methods of increasing insurance business.

Another necessary qualification for a life insurance agent is cordial enthusiasm in the cause in which he is engaged. He must think it, speak it, feel it, act it. If an agent is sincerely convinced that life insurance is one of the most beneficent institutions in existence, it will become his favorite theme of conversation. He will always find occasion to introduce it. For this purpose he has only to let others know that he is an agent, and that he is at all times happy to elucidate the subject of life insurance to their satisfaction. In a loss that has just been settled, he will find an appropriate topic, and his listeners will not fail to enquire how much premium was paid, and how much the widow received. Many an auditor will thus be induced to insure. If the advantages of life insurance attract and interest hearers, so will the sad results of neglected premium payment, of the postponement of an intended application, of a rejection consequent upon procrastination, and other shady aspects of the subject. They will impel many who hesitate to act in time and preclude, in their own case, the occurrence of a similar catastrophe.

The life insurance agent has many objections to meet; let him be always ready with his answer, and remember that no irrefutable argument can be urged against life insurance. Let

him exert himself to the utmost to get his first insurer. Success with one will immediately give a valuable ally and assistant; for the proselyte of insurance is always eager to induce all with whom his persuasions and example have influence, to do as he has done.

The other qualities essential to an agent are honesty and fidelity in his dealings with his company and its patrons, and manly fairness in his competition with the representatives of rival companies. —*Translated from the German.*

Official Notices.

—The books of the Commercial Bank will be re-opened at Kingston and Montreal until 1st March next, for the transfer of shares.

—A special general meeting of the shareholders of the Merchants' Bank will be held on the 24th of February to confirm the agreement with the Commercial Bank.

—The annual meeting of the stockholders of the Quebec Fire Assurance Company will be held at Quebec on the 27th inst., when a statement of the affairs will be submitted. The election of directors will take place on the 3rd of February.

—Notice is given that four calls will be made on the unpaid stock of the Union Bank, on the 1st February, 15th March, 1st May, 15th June, and 1st August, each 10 per cent.

—The annual meeting of the Edwardsburgh Starch Company will be held in Montreal on the 21st of January.

Mines.

MADOC MINES.—The past week has been a quiet one, so far as reports of new discoveries are concerned; and there are, at present, no signs of the excitement which prevailed a year ago. But although there is a considerable falling off in the number of visitors, several speculators—American and English—apparently of a substantial class, have recently made their appearance, and have been engaged in examining the mining region.

The Union Mining Company, of Toronto, whose property is situated a little to the south of the Richardson Mine, report having struck a very fine lode, heavily charged with minerals. Another Toronto company, the Wellington, whose mine is just west of the Richardson, have also recently commenced active operations.

Since our last report, about 8 or 9 separate tons of ore have been reduced at the Gold and Silver Works of Daniels, Scott & Taylor, at Eldorado. The returns generally were not large, yielding only from 50 cents up to \$4.50 per ton. But one ton of ore (sulphurets) from lot No. 26 in the 13th concession of Tudor, yielded \$14.40 per ton of gold (no silver). The shaft, which is owned by Mr. W. Caldwell, is only about 20 feet in depth. Mr. Scott is much pleased to find that the bi-sulphurets of iron are auriferous in some localities. These Works will receive the new set of amalgamators in a few days. The amount of ore on hand for crushing is not so large as has been reported, nor does the quantity offering indicate that mining has been carried on so extensively as has been stated in some quarters.

Messrs. Turley & Gilbert's crusher, to which some alterations have been made, commenced working again this week.

Messrs. Scott & Taylor are now preparing the designs for the crushing mill for the Empire Company, and as soon as completed, the Company will at once commence operations. The engine is to be of 45-horse power, sufficient to work the adjoining grist-mill, as well as the crusher and amalgamators. An addition of 12 feet will be made to the flour and feed building; at the back of which another building some 50 feet in length will be put up for the engine, boiler, &c. —*Mercury, Jan. 11.*

MINERALS NEAR KINGSTON.—The Kingston Board of Trade in their Annual Report make the following remarks:—"We are glad to learn that confidence in the gold mines of Madoc has been fully sustained, the quartz having been found in sufficient quantities to yield a handsome profit after paying all expenses, and no