

paratively very little business is procured without solicitation by Agents. So great has been the success of the Agency system of Insurance Companies during the last fifty years, that trading firms of all kinds have imitated it and planted their Agencies in every direction.

"If the mountain will not come to Mahomet, Mahomet must go to the mountain." And so it has been that as the people have not flocked to be assured, the Agents have taken Assurance to them. But it has been the personal contact, the active solicitation, the forcible illustration, the lucid explanation, the urgent persuasion of the Agent in free conversation with the people, that have induced the success. No other class of institutions, and no section of commerce, can show so many large incomes permanently obtained as the result almost solely of personal application.

IN NO BUSINESS IS IT MORE EXCUSED.—Insurance Agents are always freely excused for seeking proposals even from comparative strangers. The credentials they present of their being the representatives of a well-established and prosperous Company, "known to fame," is a passport for them. If there be no commission attaching to the negotiation, the act would be the essence of sound philanthropy but the benefit which an insurer is likely to reap from a policy is so much larger than any the Agent can possibly derive from his commission, that the invitation to propose still bears the aspect of a personal service. On every hand the proofs have been multiplied of late years of the sterling advantages which Insurance yields, and this has paved the way for a courteous reception of the subject when presented by a courteous Agent. Many another representative man would be shown the door, while the Agent of an Insurance Office is received with respect. Some of the unsound Companies have let loose on society vulgar and untutored men—impecunious and characterless; and these often meet with the fate they always deserve. It would be the same if they were in any position. For the worthy Agent of a substantial Company, there is always a ready excuse even for some intrusion in a personal application.

Agents who have tried this system need no urging to repeat it. But to all who have never yet endeavored to establish an Agency we say emphatically, try methodically and for a season, on a considerable scale, *Personal Application.—Insurance Agent.*

Railway News.

GREAT WESTERN RAILWAY.—Traffic for week ending 4th Sept., 1868.

Passengers	\$38,480 53
Freight and live stock.....	45,434 45
Mails and sundries.....	1,767 93
	\$85,682 91
Corresponding Week of '67.	78,645 30
Decrease.....	\$7,037 61

NORTHERN RAILWAY.—Traffic Receipts for week ending Sept. 12, 1868.

Passengers	\$3,475 26
Freight	7,915 77
Mails and Sundries.....	260 82
Total Receipts for week.....	\$11,651 85
Corresponding week 1867....	9,909 13
Increase.....	\$1,742 72

WELLINGTON, GREY AND BRUCE RAILWAY.—The Hamilton papers say that the tender of Messrs. H. & J. Hill, for the construction of the first section of this road has been accepted, and that the work will be gone on with at once.

RAILWAY BONUSES.—The Township of West Whitby passed a by-law on the 19th inst., granting a bonus of \$15,000 to aid in the building of the Whitby & Port Perry Railway. On the same day, the Township of Uxbridge passed a by-law granting \$50,000 to aid the construction of the Toronto & Nipissing Railway.

RAILWAY APPOINTMENTS.—The Windsor Record says, several important changes took place in the staff of the Great Western Railway officials at this station. Mr. Craft, superintendent of the through traffic, removed his office and the whole corps of clerks to Detroit, which will, hereafter, be his head quarters. Mr. Dow will remain station-master here, and will, in addition to these duties, act as local freight agent; Mr. Stonier will be cashier of the local freight; and Mr. Jones, who has heretofore had charge of the freight department in Detroit, will shortly be promoted—most likely to be general western agent.

A NEW PROPOSITION.—A gentleman writing from Quebec to the *Investor's Guardian*, London, England, under date of 14th August, after some introductory remarks, makes the following suggestion:—

"I now come to the real point on which I wish to address you, and this has reference to your inquiry, on behalf of several shareholders, whether 'an American railroad company or companies could not be got to lease or work the Grand Trunk, and leave a sufficient amount to cover certain bonds and the other preferences on the other side?'"

To this really important question I, with some practical leading railway parties in Montreal, have not only devoted some time and attention, but we have gone so far as to lay it before gentlemen intimately associated with very important railroad interests connected with Boston, U. S.

We first of all proceeded to work out what was at present stated by the directors to be the annual net revenue of the whole Grand Trunk system, and assuming this net revenue at £1,400,000, and comparing their present outgoings or expenses, which amount really to about 80 per cent., we showed them that on this amount 10 per cent. at the very least can be saved—say.....£140,000

Ditto, by working in unison with these American railroad lines connected principally with the outside agencies.....	15,000
	£155,000
Ditto salaries of chief officers in Canada, of president and other officers in England.....	10,000
Improvement to net revenue by working under this proposed system.....	40,000
	£205,000

These statements were given them of course in detail, and, through these figures, a knowledge of which these gentlemen were almost as conversant with as ourselves, we fully satisfied them of the safety of embarking their interests with such an almost bankrupt concern as the Grand Trunk.

The result has been that, concurring in these views, a gentleman, intimately acquainted with these railroad parties, and with all the details as to how the American railroads are worked, will go home by the steamer 'Nestorian' on the 22nd from here, and on arriving at Liverpool will immediately proceed to London, prepared with an offer to rent certain portions of the Grand Trunk, or the whole, on certain terms and conditions, the principles on which the offer is based being a lease or rent of the whole line, backed by capitalists of Boston, who could produce guarantees for one million dollars if required, they agreeing or binding themselves to pay over (over and above whatever the net revenue may be on 30th June last) a clear sum of upwards of two hundred thousand pounds—a result which, I feel sure, without some such combination in connection with these railroads in the States connected with Boston, will not be obtained under the present system.

Mr. H—, the gentleman named, will have letters of introduction to several railway authorities.

I am satisfied that the more any one looks at the "past" of the Grand Trunk, and takes in a review of its connection with the great trades or traffic of this Continent, the more he must be impressed with the actual necessity of engrafting it more and more into the present great American system of railways. Without them it is entirely at their mercy, and *per se*, it may go on for years trying to carry their traffic at "through" competitive rates, and it will continue to fail; but connect it with these interests "thoroughly," and before many years are over it would be paying a dividend on the whole £100 stock *now worth £16 to the £100!*"

GRAND TRUNK.

Let us suppose that the traffic on the line is worked at 60 per cent. This we believe is ample to pay all working expenses, including renewals for fully keeping the line in repair, if the line throughout were in good order. 40 per cent. as the fair working profit would be about £550,000 a year. All the interest, &c., charges prior to the 1st preference are about £200,000 a year, leaving say £350,000 for the 1st, 2nd, 3rd, and 4th preferences, as far as it would go in meeting those claims. Now the 1st preference interest is some £125,000 a year, the 2nd preference £68,000, the 3rd preference £28,000, and the 4th £150,000.

	Per Annum.
1st preference	£125,000
2nd "	68,000
3rd "	28,000
4th "	150,000
	£371,000

It follows that if the profits were only 40 per cent. of the traffic, if the working expenses were as high as 60 per cent., the present profits would be nearly equal to paying the 4th preference in full after discharging every claim of 1st, 2nd, and 3rd preferences.

But the Company want to renew large portions of their line with better rails, &c., so as to have a first-class road. How are they to do it? They can't raise further capital.

If the £350,000 be employed in renewing the road, &c., the renewals may be done all the sooner, but the 1st preference cannot be paid in cash. The 1st preference, however, are crying out lustily for their cash dividends, and if they cannot (and we believe they cannot) have any for the past June half-year they will try for some in the current December half-year.

Under the Arrangements Act the 1st and 2nd preference Bondholders are really nothing more than preference Shareholders to the end of 1872. After that, from the beginning of 1873, they are Bondholders, and then their interest (and that of the 2nd preference bonds) must be paid, but until that time arrives if the management uses their money in renewals they cannot prevent it. The only thing they can do is to change the management.

A large and important section of the Grand Trunk Proprietors are dissatisfied with the management of the line. They believe that results widely different from the present could be obtained by better management; that the working expenses could be materially economised, and a much larger revenue balance left either for renewals or for preference dividends. Out of a gross revenue of £1,350,000 a year we think at least £550,000 profit may be had. This would leave the working expenses at about 60 per cent., or nearly £600 per mile per annum. Speaking recently with a railway authority who had travelled over the line, he agreed with us that about £600 per mile per annum, or 60 per cent. of the present traffic, ought to be very ample to cover all working expenses in respect of the present traffic, including a large sum for maintenance.