

A Pointer for Canvassers. A pointer for insurance solicitors is given by the "Colonial News." Briefly stated it is this: an agent beginning to canvass would do well to first select for his operations such persons as are engaged in the same line of business he followed before taking up life insurance, as familiarity with the trade would enable the canvasser to get into touch with one to whom he could talk familiarly on trade matters. This would enable him to introduce insurance and facilitate the work of canvassing. Our contemporary remarks: "Men will listen to you because they are interested. They will feel the force of an argument because it is practical. Adapt yourself to their environment. Meet them on their plane. Give your canvassing a local colour and a personal touch. Is the scheme worth trying?"

Possibly it is worth a trial, but there is a change going on which has brought into the canvassing sphere a number of persons who had no previous trade, as they have been brought up to the insurance business. But a smart canvasser will find out what a man likes to talk about, and, by humouring him, will get his attention, which is halfway to a proposal.

Organs. An amusing as well as instructive article might be written on "organs" whose mechanism is chiefly made up of a printing press. Respecting one such organ the London Insurance "Gazette" has the following:—

"When one cannot play on organs belonging to others, and has developed an ear and a taste for music, there is nothing else for it, if music must be had, than to have an instrument of one's own. This had, and a tremendously expensive taste it is, has been developed, and to an abnormal degree, by one of the most prominent fraternal Orders. The organ referred to is intended to provide a counterblast to the harmonious uniform, and denunciatory melody of the entire insurance Press, which sees endless mischief and no manner of good in quixotic assessmentism. The wind instrument referred to is described in the accounts of the company as the "Official Organ," the maintenance of which in 1900 cost the members \$37,500, and the upkeep of which in 1901 entailed the enormous outlay of \$60,000; the exact figures are \$59,245.59! This appears to be a terrific and sinful waste of money. The cost of this blooming windbag is equal to a charge of no less than two and one-half per cent. of the entire mortuary assessments of the year. The charge to us appears an outrage on common sense, more particularly having regard to the fictional claim of the Order, that the working expenses are limited to 5 per cent!" Such severe and expert criticism as the Order referred to has been subjected to proves how tough must be the bellows for blowing this organ, for, if they had been made of ordinary leather they would have been punctured long ago and all wind let out and the blower's occupation gone.

Mutilling Coins.

The Assistant Receiver General, Toronto, has called public attention to the penalties attached to the defacement of coins. For impairing, defacing, stamping any words on a coin or uttering one so impaired, defaced or stamped, a person is liable to a penalty of \$10. He recommends those who receive such coins to get rid of them by sale to a jeweller for old gold or silver. There are a large number of defaced silver coins in circulation in this city, many have had a hole drilled through them which has been filled with lead, which renders it quite easy to pass them into the hands of the unsuspecting. An example should be made of some one who utters such a coin as a lesson and caution to the public.

THE GRAND TRUNK PACIFIC RAILWAY.

The statements, which appeared in the daily press recently concerning the Grand Trunk Pacific Railway scheme, which were accompanied by most elaborate details and a map of the alleged route, have aroused considerable public interest both on this and the other side of the Atlantic.

It is proposed that the new road will run from North Bay to the Pacific coast, and, while it will be closely associated with the Grand Trunk, yet it will not necessarily be an integral part of that system.

The great growth and development of Canada necessitates the construction of such a railway, and we believe the country will support the Government in any steps which it may take to facilitate this very necessary organization.

It is understood that senator Geo. A. Cox, president of the Canadian Bank of Commerce, will be president of the new road, and that Mr. James Ross and other well-known Canadians will be associated with him.

As our readers are aware, the Canadian Northern Railway has recently been constructed and covers a distance of some 1,500 miles, to which large subsidies have been paid by the Provincial Government, etc. It would therefore seem the natural course that a close alliance be formed with this railway, and the system be continued to the Pacific Coast. This will be more in the interests of the public generally than granting more subsidies to a line practically through the same territory.

The construction of this line will not be injurious to the Canadian Pacific, but rather helpful, as both lines are needed to provide the West with the transportation facilities required. When completed and in working order the Grand Trunk Pacific Railway will be of great service in developing the trade, the settlement, the resources of this Dominion.