

usefulness, Mr. Burford was, not long ago, elected vice-president, and he brings to the new position, as chief executive, ability, experience and full knowledge of the needed managerial policy to be pursued.

Miss Ella Bagot has been appointed special agent for Southern Indiana for the Union Central Life Insurance Company.

A story is told by the *Chicago Tribune* of a young widow in Waukesha, whose husband had been dead for a month. She had always supposed her husband free from the small vices, but when overhauling his clothes the other day, found a large plug of tobacco in a coat pocket. "Oh, George, George!" she exclaimed despairingly, "you and I will never meet in the good world." In another pocket of the same garment she found a life insurance policy for \$5,000, of which she had before known nothing, and she burst forth exultingly, "Oh, yes, we will, we will! Heaven will forgive him his one little fault!"

The people of Vancouver are looking to eastern insurance companies, which are unrepresented in Victoria, to take risks upon their property. Victoria agents having had their fingers burnt once, absolutely refuse to run any chance of getting them scorched again, and will not issue any policies at all. It appears to the *Victoria Times* as though the companies were "off their base" a trifle. The risk of fire says that journal is less now than it was before when agents took almost every risk that offered.

At a recent meeting of the St. John (N.B.) Board of Trade it was pointed out that St. John is charged much higher rates of insurance (fully one-third more a member said) than any other city in Canada. The fire department, it is contended, is efficient—as good, if not better, than that of Halifax, which city has perhaps a better water supply than St. John. "Our fire brigade," said Mr. Thorne, "was considered more effective than that of Halifax, and yet the rates of insurance here were much higher." He could not understand the reason. It was decided to confer with the board of fire underwriters.

Since the new insurance law went into effect in the State of Connecticut, twenty-two companies have been formed in New Haven during the past year. Nearly all are mutual on the assessment order. There will be a heavy reckoning with the state insurance department some day.

It is well, says the *Cincinnati Price Current*, that people generally should know that water will not put out an oil fire. If, therefore, your lamp explodes, or falls and breaks, do not rush to the water bucket, but run to the flour barrel. A handful of flour thrown upon the burning oil in such cases will generally extinguish it at once, and save property and possibly life.

A large fire policy is that written on the property of the Central Vermont Railway. It amounts to one million dollars.

—In the opinion of the *St. Louis Grocer*, there are many clerks, and not a few proprietors, in North America who can with profit study the following description of what the Chinese shop-keeper does not do when a customer enters his doors. It's from the *August Cosmopolitan*. The writer thinks the Chinese shop-keeper the best of all shop-keepers he ever met, and tells why: "When you go into his establishment to look at his curious wares, or watch his workmen, he never thinks of pouncing upon you either to drive a bargain or

to drive you out. He does not proceed to name over everything he has in stock, with a pause and interrogation point after each article, while he eyes you constantly to detect signs of wavering on this or that. No, indeed. Your Chinese merchant waits quietly in the background until you ask about something; then he steps forward, blandly shows it to you, without any ostentation or pressure to buy. Sometimes he goes so far as to quietly ask what he can have the pleasure of showing you; but if you fail to buy he does not assume an injured air and turn sulky on the spot." Which is all very nice as far as it goes and only illustrates the quiescent passive character of the Chinaman. But in this country and in these days of bustle and keen competition the clerk or proprietor who "waits quietly in the background" until a customer opens his mouth, is very likely to lose a sale. A customer is seldom offended at an energetic and polite salesman; though we are entirely ready to grant that some officious clerks, with their cheeky manners, raw advice and false boasts about the quality of wares they are selling, make customers wish they had to do with a Chinese or any other agreeable sort of person.

—Monsieur Gustave Drolet who is, it appears, a Knight of the Legion of Honor, and also a Knight of St. Gregory the Great—though what this has to do with his fitness for commercial affairs we cannot perceive—writes a lengthy memorial to the Canadian Secretary of State, urging the establishment in Paris of a sample house of Canadian products. He goes further, and with plausible eloquence suggests that, having represented Canada at the Paris exhibition and having visited Asia and Africa! he, M. Dorlet himself, is just such a person as would fill the position creditably if appointed to it. He writes with something like enthusiasm of the probable effect of such a Bureau and would have part of the contents of the Colonial Exhibition transferred to it. But he chills the effect of his ingenious arguments by an unfortunate reference to the French line of steamers bonussed by Canada, an enterprise which has fallen flat.

—Occasion was taken last month to review, in these columns, the sensible pamphlet issued by Mr. Woods, Canadian Agent-General to Australasia. That gentleman has now made his appearance in this province, and we understand has been afforded by the Toronto Board of Trade the use of its rooms. He is sanguine as to the extent of the business which will yet be done by Canada with the Australian colonies. At all events sixty manufacturers between Quebec and Halifax have promised to send samples of their wares for display in the show-rooms and warehouse which Mr. Woods will open in Sydney, N. S. W. We venture to think he will find the manufacturers of Ontario not less alive than those of other provinces to the importance of extended trade, and not less disposed to agree to any reasonable measures to secure it.

—The stock market in Montreal has continued to develop strength, though transactions are fewer during the last few days. Bank of Montreal stock has sold up to 219½; Bank of Toronto, 204; Merchants Bank, 127½; Bank of Commerce, 123½; Ontario Bank, 120½; Montreal Telegraph, 130½; Consumers' Gas, 216. In cotton stocks there has been some stir, Hochelaga Mill shares have sold at 130½; Dundas Mill at 76; Montreal Cotton Co., 119; Canada ditto, 96; Stormont ditto, 75. Money continues at usual rates.

—Business among the wholesale houses of Montreal continues to rule on the quiet side, as is to be expected in a "between seasons," period, but there are indications of an improved activity in the near future. The grocery houses report a better inquiry and more liberal orders, other lines of trade will likely soon show a more active movement. Payments are, as a rule, fair.

Correspondence.

THE MUSIC HALL.

August 20th, 1886.

To the Editor of the *Monetary Times*.

DEAR SIR,—I should like to see in the columns of your paper your opinion upon Music Hall.

1st. Should it have seating capacity 4000 to 6000?

2nd. Where should it be located in order to be central for the whole citizens of Toronto, taking into consideration the Street Car service?

3rd. Would an incorporated company be justified in asking the city for a bonus of \$50,000 cash, or to guarantee its bonds for \$50,000, covering a period of 20 or 30 years, or to expropriate a site and turn it over to the company at a very low annual rental. I should like very much your opinion upon these questions in your issue next week. Will you favor me. Faithfully,

MARK H. IRISH.

1. The experience of the Philharmonic Society should be a better guide than any we have to offer, as qualification for answering this question.

2. The future centre of the population would have to be considered. Though the city is growing east, north and west, it is growing most rapidly west. Would the neighbourhood of Spadina Avenue and College Street be too far west? It would not be wise to erect the building east of Beverley Street. If a corner of the "Grange" could be got, it would not be a bad place; but this is probably not to be had.

3. We do not think that the City Council would be justifiable in aiding the enterprise by a money grant, or, what would be the same thing, providing a site. If such a grant were given, subsidies for theatres would next be asked. The demands on the rates for purely municipal matters are too numerous to justify a vote aid of a music hall, if there were no other ground of objection.

EXPORTS FROM MONTREAL.

The aggregate exports from Montreal for the month of July last amounted in value to more than four million dollars, (\$4,203,337). Those of Canadian product constituted nearly 80 per cent. (\$3,284,385), the bulk of the remainder consisted of United States corn (\$537,153), and wheat (\$245,984), and cheese (\$100,148, despatched to Britain via St. Lawrence route.

The following statement is taken from the *Montreal Gazette*, the official organ of the Board of Trade and Corn Exchange, showing the value of the principal articles exported from Montreal for month ended July 31:—

THE MINE.	Produce of Canada.
Phosphates	\$ 65,900
Other articles	4,820
Total	\$ 70,220
THE FISHERIES.	
Fish	10,957
THE FOREST.	
Ashes	15,869
Logs	3,250