

Correspondence.

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TORONTO LETTER.

Toronto Exhibition and its Special Attractions.—Wakening up of the Fall Business in Fire Insurance Circles.—Toronto Board Re-assembling.—Annual Meeting of C. F. U. A.—Mr. Charles D. Cory, in Toronto.—Some Moral Reflections.—Welcome your Agents, when they visit you.

Dear Editor.—The activities connected with our Industrial Exhibition, fondly called by Torontonians and advertisers, "Canada's Great Exposition and Industrial Fair," are upon us. Already the influx of visitors is noticeable on our streets, and it is confidently expected that from one cause and another the sightseers this year will largely outnumber any previous record. Thursday, the 8th of September, will be known as "Americans' Day," being "specially dedicated to our friends from over the border." Naturally the special features of the amusement and show department on that day will be planned with particular reference to the occasion. Accordingly the "blowing up of the Maine" will be given, way out on the Lake waterfront, (not in the harbour), in a most realistic manner at 4.30 afternoon. Visitors are requested in the official programme to "see how it was done," and the Fair Management having taken up a later version of the cause of the accident, but as good a supposition as any, have for realistic purposes ordered some of the now famous "Pocohontas Soft Coal," forty tons of which are said to have been stored in the bunkers of the Maine, and by spontaneous combustion led to the destruction of the ship. The "spontaneous combustion" will be accelerated by some artificial means on the Thursday, so that on-lookers may not get tired waiting for the explosion. By the way will the American visitors aforesaid quite appreciate any reference to the Maine incident at all? The cry "Remember the Maine," as an appeal to the excitable American people, does not seem now to occupy so prominent a place in the minds of our neighbors. It has been remarked that no indemnity has been demanded of the Spanish nation for the loss of the vessel, in the conditions of peace. This is significant.

The advent of the Fair season, the shortening days, and the reappearance in accustomed haunts of the Managers and other important officials of the Insurance Companies, more or less sun-dyed and travel marked, betoken a fast waning year. The Toronto Board of Fire Underwriters will resume meetings on the 5th of September. Its deliberations and pronouncements will have unusual interest this autumn and winter for the members. There are several matters of apparently no great weight, but which it is expected will be so manipulated as to cause a lively time before the snow flies.

The Annual Meeting of the C. F. U. A., to be held on the 21st September, at the "Mattawas," hostelry in Kingsville, Ont., will have attention from me later. The choice of this locality is a good one, and its reasonable isolation from disturbing influences will promote the business interests of the Association.

The coming to Toronto of Mr. Charles D. Cory, late manager of the Eastern Fire, is noted with some welcoming on the part of his many friends here. Mr. Cory comes to share with others in this field the business of fire loss adjusting. For this kind of work Mr. Cory is well fitted, having had much and varied experience in it. To wish him great success in this direction would certainly be complimentary, but the realization of such success would imply much misfortune in the way of fire losses to our good friends the fire insurance people. Just here one hesitates and falters, if one is honest, and simply says: "Glad to see you, old fellow—will do what I can for you," and so on—which is all noncommittal.

To be really sincere and straightforward is a virtue we all admire, all value, and I am sure all desire to have and practice, but an experienced friend of mine tells me the modern practice of fire underwriting and risk getting imposes a great strain on the conscience and will power of a man who is in active work, down in the thick of it. He has confided to me his impression that if he were lifted out of his present daily work, with its harassments and fierce temptations, and could become a manager or other salaried official, with his living assured to him, he would at once breathe a pure air, and live more nearly up to his really honest ideals. Perhaps he could and would, I say to him; but even managers and the higher as well as lower officials have their trials of faith, and have temptations incident to their fat leisure and the sweets of office. They have their jealousies and rivalries to annoy, and failures of special fads and schemes to depress and sadden, and none but themselves know how hard they try to keep good and true and live up to their obligations, social, moral and associationwise. That they have attained to what they are as a body, is commendable.

During Fair time, the managers of our Toronto Insurance Companies and others are supposed to be in their offices from ten to four to receive the visiting agents from the more distant points. A star agent usually receives an invitation to luncheon, and is made much of for an hour or two, and he deserves it all. These kindnesses smooth the way, and are long remembered with pleasure by the agent who is conscious he has done good work for his company, and loves to have it recognized. Wear, then, gentlemen of the managements, your most winning smiles, and let the "glad hand" be much in evidence during the next two weeks.

Yours,

Arid.

Toronto, 29th August, 1898.

LONDON LETTER.

16th August, 1898

FINANCE.

The dead season for the markets, like the silly season for the daily papers, is upon us. Financial editors and the other inhabitants from the neighbourhood of Throgmorton street are welcoming their end-of-the-summer vacation with more than usual alacrity, and are to be met with in throngs crowding the railway termini in the early morning clad in yachting caps and other beautiful things. Seldom does Capel Court transact anything worth speaking of in the sultry month of August. The boom in the Kaffir Circus