

## Meetings.

## MUTUAL LIFE ASSOCIATION OF CANADA.

The second annual meeting of the Mutual Life Association of Canada was held April 7th, in Hamilton, the President, Mr. James Turner, in the chair. Among those present were Messrs. Alex. Harvey, J. M. Williams, M.P.P., James Watson, John Harvey, Plummer Dewar, Dr. Woolverton, E. Wilde, W. R. Macdonald, A. Alexander, C. Powis, J. McArthur, W. J. Smyth, N. H. Davis, H. H. Lea, W. Boulter, Thomas Bale, A. Sutherland, and others. Mr. Powis, Manager and Actuary, read the notice calling the meeting, and Mr. Macaulay, the Secretary, read the minutes of the former meeting, which were confirmed.

The Annual Report of the Board of Directors was then read by Mr. Powis, as under :

## Annual Report.

The members will no doubt experience much satisfaction in learning, that notwithstanding the unusually severe financial depression from which the country has suffered during a large portion of the past year, as a reflex of the crisis in the neighbouring Republic, the Directors are enabled to report steadily increasing and substantial progress, while the further organization of the agencies has continued to receive the careful and unwearied attention of the Board, and without doubt the foundation of an extensive business has already been laid.

Unquestionably the aggregating of a business of dimensions commensurate with reasonable anticipations as a mutual company, must at first depend upon the indefatigable exertions of the agents, and in the true interests of the members; in view of this, the Directors have given very substantial encouragement to such of the agents as have devoted their whole time to business, and while by this policy the outlay has been comparatively large, the advantage accruing even upon the business already attained is by no means inconsiderable, as the Directors have, in view of the mutual character of the institution, studiously avoided entailing commission on renewals in any instance beyond five per cent.

The Directors would again point with satisfaction to the great assistance which the Guarantee Fund has proved in enabling the Board to proceed energetically and successfully in gaining a firm foothold in the Dominion, without jeopardizing the security of the assured members, and while the retiring Board have abstained from, and would strongly deprecate anything approaching to extravagance, they would earnestly recommend their successors in office to continue the policy which has been hitherto adopted regarding the liberal treatment of permanent agents. A rapid development of the business is a matter well worthy of a vigorous effort, and judicious liberality to those agents who procure that business, the Directors are satisfied, will be amply atoned for in the results which may fairly be contemplated. Already an income from premiums, of \$50,000, has been reached, entailing on their future collection scarcely any expense, and the addition of new business will be largely in proportion to the effort put forth by personal exertion.

Proposals to the number of 1,059 have been received during the past year for assurances to the amount of \$1,345,450. Of these 116 for \$134,100 were declined, not coming up to that standard which the Directors have deemed it desirable to maintain in the selection of risks. 921 Policies for assurance of \$1,181,350 were issued, representing an annual income of \$40,952.72, and 22 for assurance of \$30,000 were not fully completed. These figures will indicate in some degree the extent of business which under

ordinary circumstances would in all probability have been realized; and the views expressed by the Directors in their first report regarding the appreciation of the advantages of the mutual system by those who become possessed of information on the subject, seem likely to be more than realized.

Notwithstanding the severe financial depression to which allusion has been made, the business remaining in force as at 31st December last, the end of our second year, is more than double the first year's business, covering 1,117 Policies upon 1,093 lives for assurance of \$1,398,175, yielding \$49,255.97 in annual premiums.

In compliance with the resolution passed at the last meeting, the Directors presented the widow of the late Captain Waggoner with \$500. The two claims discharged in the ordinary course of business arose about the same time of the year, resulting from disease then epidemic. And in this connexion the Directors consider that it is a source of additional strength to the institution, that the existing risks average a little over a thousand dollars each.

The permanent investments that have been made during the year will yield the Association over seven per cent. interest.

Under the Act of Incorporation, the present Board of Directors all retire, but are eligible for re-election. It will therefore devolve upon the present meeting to elect a Board of twelve Directors for the ensuing year.

All of which is respectfully submitted.

JAS. TURNER,  
President.

Wm. Powis,  
Actuary and Manager.

The Mutual Life Association of Canada,  
Hamilton, 7th April, 1874.

## STATEMENT OF RECEIPTS AND EXPENDITURE TO 31ST DECEMBER, 1873.

## Receipts.

Balance at 31st December, 1872.....	\$66,292 67
Premiums .....	45,497 20
Interest .....	2,560 89
	<b>\$114,350 76</b>

## Payments.

Re-Assurance Premiums \$	137 50
Preliminary written off..	1,282 44
Office Furniture do....	51 73
Establishing Agencies, Agents' Salaries, Commissions, &c.....	12,380 77
Physicians' Fees .....	2,162 30
Expense Account.....	9,099 32
Interest on Guarantee Fund .....	2,208 60
Paid Mrs. Waggoner..	500 00
Claims paid .....	2,000 00
Policy Values refunded withdrawing Members	390 00
	<b>30,212 66</b>

Leaving a Balance of..	<b>\$84,138 10</b>
Distributed as under:	
Cash deposit with Government at 5 per cent. interest .....	\$39,198 00
Municipal Debentures, yielding 7 per cent., (par \$13,520).....	11,672 25
Balance prelim'y Acc't. Instalments of Premiums secured on Policies..	3,847 31
Loans on Policies.....	12,993 46
Leasehold Property....	569 60
Office Furniture .....	484 04
Cash on hand and in B'k	465 57
In Agents' and others' hands .....	1,083 59
	<b>13,824 28</b>

Business. No. Amount. **\$84,138 10**  
Annual Premium.

In force 31st December, 1872 ..	528	\$ 624,425	\$21,893 62
Issued during the year .....	921	1,181,350	40,952 72
	1,449	\$1,805,775	\$62,846 34
Written off.....	332	407,600	13,592 37

In force as at 31st December, 1873 1,117 1,398,175 49,253 97  
Examined and found correct in accordance with the severally audited accounts and vouchers.  
[Signed,] H. STEPHENS, } Auditors.  
J. D. BURNS, }

[Signed,] JAMES TURNER, President.

Wm. Powis, Actuary & Manager.

[Signed,] ROB. MACAULAY, Secretary.  
The Mutual Life Association of Canada's }  
Offices, Hamilton, 2nd April, 1874. }  
To the President and Directors of the Mutual Life Association of Canada.

Gentlemen,—We have now to advise the completion of our audit of the affairs of your Association for the year ending 31st December, 1873.

The books, vouchers, &c., have undergone a careful examination, and we are pleased to add that both the neatness and accuracy of the records therein contained reflect the highest credit upon those in charge.

In view of the more than ordinary difficulties to be encountered during the past year, the amount of new business obtained must indeed be gratifying, not alone to the Directors, but to every Policy-holder, and indicates a very commendable energy on the part of the Company's Agents throughout the Dominion.

We cannot close this report without bearing testimony to the freedom and cheerfulness with which information was accorded by every member of your staff.

Yours respectfully,

H. STEPHENS, } Auditors.  
J. D. BURNS, }

Hamilton, 2nd April, 1874.

The President then rose to move the adoption of the report. At last annual meeting some part of the increase of business shown was due to every Director having become a policy-holder, but this time the increase of business had been all from outside, a circumstance worth noting in the early years of the institution. The financial depression following the late panic had very much contracted this as well as other business, but nevertheless they had a large increase to show. He believed the plan adopted of dealing liberally with agents at the start had proved successful, and he considered it the right way that extra expenses thus incurred should be set down in the year's account at once, though in one aspect these expenses might appear fairly chargeable to future years. On renewals five per cent. only was paid, so that liberality to agents who procured new business was in the end the truest economy.

Mr. J. M. Williams, M. P. P., seconded the motion for adoption of the report. Carried.

Moved by Mr. Campbell, seconded by Mr. Wylde, that the thanks of the members are due and are hereby tendered to the retiring Board of Directors for their successful management of the affairs of the Association during the past year, and that attendance fees be paid as previously at the rate of two dollars for each separate attendance at regular business Board meeting. Carried.

The President briefly returned thanks on behalf of the Board.

Moved by the President, seconded by Mr. Harvey, that the thanks of the members are due and are hereby tendered to the Manager, Secretary and other officials for their very efficient and faithful discharge of the several duties devolving upon them respectively. Carried.