

Some of the Delegates to the Life Underwriters' Association Convention at Ottawa last week



The Delegates "looking pleasant" and taking a breath of fresh air in the grounds of the Experimental Farm, Ottawa.



Echoes of the Life Underwriters' Association Convention

There are still sheep without the association fold.
Why not fewer five-minute topics and more time to them?
Reduce the policy loan, may be the next order from head office.

An ingenious parody on a life insurance policy was handed around.

There are yet people who have religious arguments against life insurance.

The Manufacturers and Metropolitan had the largest delegations at the convention.

The Life Underwriters' Association convention will go to Halifax in 1914 and to Calgary in 1915.

Mr. J. T. Chenard, Quebec, protested against the taxes mulcted from life insurance agents in several small towns in his province.

The only thing they want to know now is what were the sweet words Tory, of Toronto, whispered on Thursday morning to Burrows, of Belleville.

The long and the short of it—Kavanagh, of the Metropolitan Life, and Wickware, of the Imperial. The thin and the not so—ditto, and Alexander, of Richmond, Que.

No official organ of the association could play a prettier tune than did Mr. Johnston, of Calgary, in his invitation to meet there in 1914, but the choir sang another tune for that year.

Everything that drank gasoline was pressed into service for the motor ride to the experimental farm—from the trim tourist to the luxurious limousine, from the trade truck to the battlefield boneshaker.

Mr. G. McCuish, Montreal, on behalf of the Dominion Life Underwriters' Association, in a pleasing address, presented retiring president Tory with a cluster of diamonds as a mark of their affection and appreciation.

Retiring President Tory stated he had followed the advice of *The Monetary Times* and had deleted poetry, quotations, etc., from his presidential address. The result was one of the most businesslike addresses on record.

The Calgary invitation died hard but gamely.
The Ottawa association worked hard and did well.
Which would you rather, judge the prize essays or go fishing?

The only time the fire smouldered was during the pension discussion.

Mr. Blackader, of the Dominion insurance department, was at the banquet.

As one delegate said, Mr. Campbell, official reporter of the convention, is "all write."

Mr. W. Lyle Reid said that the Ottawa mint was busy—keeping pace with tight money.

Modesty is one of the true characteristics of the life insurance man—Mr. Johnston, Calgary.

Mr. Johnston, of Calgary, achieved fame as the man "who dared to criticize Canadian Pacific Railway beefsteak."

To obtain transportation privileges home, they had to search the highways and byways and basements for delegates.

In New England there is a city named after a man who did not believe in life insurance. The name of that city is Marblehead.—Neil D. Sills.

An invitation was issued to every insurance man in Canada to attend the World's Insurance Congress at San Francisco from October 10th to 15th, 1915.

Wilson, of Winnipeg, wanted a cold bath and they sent him ice for his hot water—that is what one gets for living in a city where the cold is the kind you do not feel.

Mr. Neil D. Sills' invitation to Canadian life insurance men to the United States insurance agents' convention at Atlantic City was introduced with musical honors—the twelve o'clock gun and siren.

Mr. Fisher, superintendent of insurance for Saskatchewan, attended the convention and stated that he thought the supervision of insurance in all its branches could best be accomplished by looking after the interests of the agents in every way.

The addresses in French made good oratorical dessert.
The French-Canadians carried off many of the convention honors.

To prevent sentimental lapses, the life underwriter should stand up.

How far might a crooked man reach if he were straight.—Neil D. Sills.

The Kingston association has every life underwriter in Kingston as a member.

Mr. Johnston, of Calgary, is a silver-tongued orator and an insurance man of ability.

Ottawa and Toronto dailies reported the gathering as that of the "Fire Underwriters' Association."

A Quebec insurance agent faked a death and made a claim—which only shows what non-membership of the association will do.

"We could help the government insurance department and they could help us, if they would mix with us more."—Mr. J. A. Tory.

Mr. Mills, of Kingston, said the newspapermen would never get their proper reward in this world—another argument for life insurance.

Hon. Rodolphe Lemieux seemed very anxious for the health of the Dominion government. He should take out a policy on its life.

Poetry, quotations, dictionary definitions, Latin, Greek, and other extraneous matter was less in evidence than hitherto, much to the benefit of the convention. But there is still room for improvement.

Ex-President Taft was said by Mr. Sills always to buy two tickets for a baseball game. Some underwriters seemed to doubt whether two seats would quite accommodate Mr. Alexander, of Richmond, Que.

H. B. Andrews, Winnipeg, spoke of reading life insurance articles in financial journals written by men who knew nothing about insurance, forgetting that it is next to impossible to get the insurance men themselves to write for those journals.

The 1913 convention was the most businesslike on record.
"Chuck full of enthusiasm" was how a delegate dubbed John A. Tory.

Belleau, of Quebec—the oratorical acme of French-Canadian politeness.

There were forty-two at the meeting of the executive committee on Monday evening, the largest attendance on record.

The banquet orchestra invariably competed with instead of assisting the impromptu singing. The result was discord and defeat of the orchestra by two bars and a cheer.

NEW OFFICERS OF THE LIFE UNDERWRITERS' ASSOCIATION

The following officers of the Life Underwriters' Association of Canada were nominated:—

Honorary President—J. A. Tory, Toronto.

President—J. B. Morrisette, Quebec.

Vice-Presidents—J. A. Johnston, Calgary; A. J. Meiklejohn, Ottawa, and the president of the National Association of Life Underwriters.

Executive Committee—Brantford, John Burbank; British Columbia, W. J. Twiss; Brandon, E. Daw; Brockville, H. B. White; Central Ontario, Gordon Hall; Calgary, P. A. Wintemute; Cape Breton, A. R. McIsaac; Edmonton, Dunlop; Eastern Townships, G. J. Alexander; Grey and Bruce, R. W. McGregor; Guelph, F. B. Hilliard; Hamilton, W. H. Seymour; Huron, Thos. Jolliffe; Kingston, J. B. Cooke; London, V. Reeve; Montreal, G. E. Williams, H. H. Kay; Winnipeg, J. A. Wilson, R. S. Rowland; Moose Jaw, Houston; Niagara Falls, McEvoy; Nova Scotia, S. D. Freeman; New Glasgow, P. Macfarlane; Ottawa, W. M. Stevens, W. Lyle Reid; Prince Edward Island, J. O. Hyndman; Port Arthur, E. J. Seeley; Prince Albert, T. C. Sinclair; Quebec, J. F. Belleau; Quinte, S. Burrows; Regina, J. H. H. Young; St. John, F. S. Farris; Sault Ste. Marie, R. H. Carney; Toronto, Fred Chance, W. E. Nugent; Victoria, A. B. Fraser; Windsor, A. G. Roberts; Waterloo, W. M. Lockhead.

Auditors—Geo. Jenkins and T. Johnson.
Representatives to Executive Committee, National Association Life Underwriters—Chairman of Executive Committee, ex officio, W. McBride, for one year; J. A. Tory, for three years.

WHAT THREE GREAT CANADIANS THINK OF LIFE INSURANCE

"Every man in such a civilized country as Canada, should carry a life insurance policy."

—Sir Wilfrid Laurier

"Life Insurance should commend itself to the judgment of all thinking people."

—Premier Borden

"Among my friends now are men in whose arms I am one day to die to give some benefit to my family."—Hon. Rodolphe Lemieux, K.C.