

ACTION BEFORE THE WAR.

"It cannot be too strongly emphasized that the Life Insurance Officers' Association decided immediately upon the assenting to the corporation tax act in May, 1914, to contest the validity of the gross premium tax, as provided for in the act, and notice of this decision was then given to the press. The intention of the companies was further clearly defined and the course intended to pursue outlined by Mr. T. B. Macaulay, president of the Life Insurance Officers' Association, at the annual convention of the Life Underwriters' Association in a speech delivered last July, and thus before the commencement of the war. Therefore the implication of the Provincial Treasurer that the companies, by their present action, seek to evade the payment of a war tax, is absolutely unfounded and unjust."

MANUFACTURERS LIFE INSURANCE COMPANY.

In addition to meeting the difficulties which have been common to all business organisations during the past year, the well-known Manufacturers Life during 1914 was compelled to contend with troubles peculiar to itself. Within a few months it sustained a double loss in its executive forces, both Sir George W. Ross (president) and Mr. George A. Somerville (general manager) passing away. In these circumstances of outstanding difficulty it says much for the capacity and energy with which the Company's affairs have been administered by those called to carry its responsibilities that such admirable results were achieved by the Company during 1914 as are now notified. The burden of responsibility has fallen chiefly upon Mr. Robert Junkin, who has acted as general manager since Mr. Somerville's death. Fortunately for the Manufacturers Life, circumstances found the man fitted to cope with them. Mr. Junkin has been in the service of the Manufacturers' Life fifteen years, and his popularity with the field forces of the Company has become almost proverbial in Canadian life insurance. At the same time the work which he has accomplished for the Manufacturers Life in an executive position is an excellent indication of his organising and managerial ability, which fact is no doubt fully appreciated by the directors. In his long career of thirty-three years in life insurance, Mr. Junkin can justly claim to have risen to be a force in the business throughout the Dominion.

That the business of the Manufacturers Life was fully maintained and made satisfactory progress on the accustomed lines is evidenced by the results recorded in the annual report now published. New paid for business during the year totalled \$12,465,813, little less than the total recorded for 1913, and by the close of the year the total insurance in force had been raised to \$82,065,439. Net premium income was \$153,141 larger than in 1913 at \$3,150,020, and with an enlarged interest income of \$1,086,211 the total income for the year was brought up to \$4,236,231, a gain of \$259,143 upon 1913. Payments to policyholders aggregated \$1,599,298. Death claims absorbed \$568,609, the experience being again favorable. The ratio of actual to expected claims was under 65 per cent. with an even more favorable ratio in the abstainers' section. Matured policies, annuities, etc., took \$836,225 and dividends to policyholders, \$194,373. A further sum of \$230,956 has

been set aside as profits to policyholders for payment during 1915.

As a result of the year's operations, the total assets were increased to \$19,180,380, a gain during the year of \$1,640,001. Of these assets, Government bonds, municipal and other securities represent \$5,428,275, real estate mortgages, \$8,893,542, while cash on hand and in banks is \$544,849. Policy loans, for reasons which are well understood, increased by half a million dollars last year and now total \$3,061,249. The reserves for the protection of policyholders are calculated on a conservative basis, and have increased during the year by \$1,096,464, now amounting to \$16,251,784. There is a surplus over all liabilities including capital stock and without taking advantage of the deductions from the reserves which the Insurance Act permits on new policies, of \$1,852,329.

The following table shows the substantial growth of the Company during the last decade:—

	1904.	1914.
Insurance Issued and Paid for, \$	5,944,947 00	\$12,465,813 00
Insurance in Force	37,668,468.00	82,065,439.00
Income	1,659,107.70	4,236,231.01
Payments to Policyholders	339,691.26	1,599,297.94
Assets	6,112,344.57	19,180,388.30
Reserve	5,255,077.00	16,251,784.00
Policyholders' Surplus	471,869.12	1,852,329.15

The whole position is a sound and satisfactory one to the policyholders of the Company, and the way in which the Company has been successfully steered through an exceedingly trying period reflects the greatest credit not only upon Mr. Junkin, but upon those who are associated with him in the management, Mr. J. B. McKechnie (actuary), and Mr. L. A. Winter (secretary).

NORTH WEST FIRE INSURANCE COMPANY.

The balance sheet in which the North West Fire Insurance Company sets forth its position is a model of lucid simplicity that might well be followed by some other fire companies. The North West's present annual report is its thirty-first and shows an admirably strong position. Total assets are \$284,069, these including cash on hand and in banks, \$42,000 and debentures and mortgages, \$222,260. Surplus over all liabilities is \$75,447, and in addition policyholders have the protection of the \$100,000 paid-up capital. The North West Fire, as is well known, is a subsidiary of the Union Assurance Society of London, England, and as such is ensured the maintenance of a strong financial position and of a conservative management.

With regard to last year's business, net premium income was \$134,920, an increase of just over \$19,000 on 1913, interest receipts of \$14,406 bringing the total revenue up to \$149,326. Losses were rather heavier than in the previous year, but at \$73,330 are only just over 54 per cent. of net premium income. Expenses totalled \$44,932 leaving a balance of \$31,064.

Mr. T. L. Morrissey, Canadian manager of the Union Assurance Society and a deservedly popular underwriter, is general manager of the North West Fire and Mr. Thomas Bruce, deputy manager, the head office being maintained at Winnipeg.

Mr. James McGregor, manager for Canada, Commercial Union Assurance Company, Limited, left Montreal on Wednesday night for the Pacific Coast. He will be away about a month.