

COMMERCIAL UNION ASSURANCE COMPANY, LIMITED.

Directed with consummate skill and far-sighted enterprise, the great Commercial Union Assurance Company, Limited, of London, England, moves on year by year from strength to strength. While only half the age of many of the other famous British insurance organisations, the Commercial Union has crowded into its fifty-two years of life such activity and development as have long since brought it to the proud position of one of the greatest insurance offices in the world. Probably there have been a number of contributing causes to its success, but that underwriting skill has been one of the leading factors in building up the present huge organisation is suggested by the fact that the average fire loss ratio of the Company from the commencement of its operations in 1861 to the end of 1913 works out at but 56.9 per cent. of the relative premiums. Considering the enormous conflagration losses which have had to be met from time to time during that prolonged period, this is a wonderful record of consistently successful fire underwriting. The figures involved in this record are enormous. In the fifty-two years of its history, the Commercial Union has received fire insurance premiums amounting to no less than \$288,855,685, while it has paid out in fire losses an aggregate of \$164,420,280. An annual net premium income of nearly thirty-eight and a half millions of dollars; a net interest income of over four millions of dollars, and assets of almost one hundred and twenty-five millions of dollars marked the close of last year's operations of this gigantic undertaking.

Possibly also, there is one other reason accounting in some measure for the Commercial Union's great success. In every field which it has entered, and it transacts business in every part of the world, it holds a remarkable reputation, similar to that which it possesses in Canada, for fair and generous dealings.

FIRE DEPARTMENT'S SUCCESSFUL YEAR.

Many kinds of insurance business are transacted by the Commercial Union throughout the world, a particularly favorable record being made by the fire department during 1913. The net premium income reached the colossal figure of \$16,801,675, an increase of more than \$600,000 upon that of 1912.

As showing the great growth of this business during recent years, it may be mentioned that the fire premium income has more than doubled during the past twelve years and is more than three times what it was fifteen years ago. Claims absorbed \$8,639,730, a proportion to premiums of 51.4 per cent., less than one point above the highly satisfactory percentage returned for 1912. The efficiency of the Company's great organisation is shown by the fact that for the third year in succession, the proportion of working expenses to premiums shows a reduction to under 34.2 per cent., against 34.6 per cent. in 1911. As a result of the year's operations, the fire fund was increased by over \$650,000 (including the provision for the maintenance of the unexpired risk reserve at 40 per cent. of the premium income) and now stands at \$16,978,535, which with the balance on profit and loss account of \$1,459,105, gives the satisfactory proportion to the premium income of about 110 per cent.

THE COMMERCIAL UNION IN CANADA.

Entering the Canadian field so long ago as 1863, the interests of the Commercial Union in the Dominion have long been in the skilful hands of Mr. James McGregor, a conservative underwriter who is as highly regarded by the insurance fraternity in Canada as he is widely known. Mr. W. S. Jopling, the assistant manager, has spent many years in the Commercial Union's service throughout Canada, and a large and efficient organisation is maintained throughout the Dominion. Last year the Commercial Union's Canadian fire business showed a particularly satisfactory record. The net fire premium income amounted to \$843,850, an increase of about \$50,000 on the preceding year, and net losses incurred showed an actual reduction at \$393,681, giving the favorable loss ratio of 46.6 per cent. The high prestige and magnificent reputation of the Commercial Union, together with its sound and conservatively progressive management in the Dominion, guarantee that it will play in the future an increasingly important part in the fire underwriting of Canada.

Dominion Textile's annual report shows a falling off in sales of about 9 per cent., or \$924,383.00. After writing off \$294,362.00 for improvements and betterments, meeting fixed charges and other obligations and paying the regular dividends on Preferred and Common Shares, the Company carried forward \$49,421 to Profit and Loss Account. This was

approximately \$100,000.00 less than in the previous year, the decrease being accounted for by a decline in nett earnings available for dividends of \$72,000.00, and by the fact that the distribution of Common Shares was 6 p.c., compared with 5½ p.c. the previous year. Surplus earnings on Common were 6.98 p.c., against 8.49 p.c. the previous year.