

came so near it that we actually collected over \$400,000 in one week before the end of the year..... With mere volume of business you and we have concerned ourselves less and less as years have gone on. Our position to-day shows that volume takes care of itself. Our steady insistence on economy, the curtailment of the waste of lapses, the cutting down of expenses, the importance of high collections, the advantages of advance payments, have borne fruit in other companies besides our own; but surely the record the Company is now making, as shown to you year by year in our records produced at annual conventions, is one in which we can take enormous pride without making comparisons with other companies."

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With regard to recent events in connection with the industrial health and accident business in the United States of the General Accident Fire and Life Assurance Company of Perth, Scotland, Mr. Claude Norie-Miller is quoted as saying in Philadelphia—"You may depend upon it that the charges against the company will be sifted to the bottom. Father came all the way from Scotland for that purpose and his intentions will be carried out to the letter. We have already summoned the entire agency staff of the company to come here and tell what they know of the charges made by the Insurance Commissioners. The company has more than \$2,000,000 in assets and is entirely solvent in every respect. The only criticism which has been made is that referring to the methods of meeting claim adjustments. The charge that the company has not been on the level in this respect is being thoroughly investigated, and those who are to blame for the conditions referred to by the commissioners, if they exist, as the latter declare, will get their deserts. The company has never had any such trouble abroad and there is apparently no excuse for it here. It is our intention to wipe out the stigma placed upon the corporation and make plain to the general public that we are conducting our business in an honest, straightforward manner and entitled to its confidence."

Personals.

Mr. George H. Smithers has returned to Montreal, and was on 'Change this week.

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Mr. Thomas F. How, general manager of the Bank of Toronto, is on a trip to the west.

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Mr. A. S. Christie has been appointed district manager at Ingersoll, Ont., of the Sun Life of Canada.

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Mr. H. J. Coleman, of Portage la Prairie, has been engaged as commissioner of the Moose Jaw Board of Trade. His duties commence this month.

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Mr. C. A. Chesterton, inspector of the Northern Crown Bank, has been appointed by the National Life of Canada, manager for the province of Manitoba.

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Mr. Alex. Bissett, manager for Canada of the London & Lancashire Life, is at present visiting some of the agencies of the company in the west and British Columbia.

Mr. H. W. Scarff, manager of the Fonthill branch of the Imperial Bank of Canada, has been appointed manager of the east end branch, St. Thomas. He is succeeded by Mr. A. F. B. Murray, manager of the Merritton branch.

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Mr. E. W. Cox, general manager, accompanied by Mr. Watt, treasurer, of the Canada Life Assurance Company, has left on an extended trip through the western provinces in the interests of the Company. Mr. T. G. McConkey, superintendent of agencies, is also in the west.

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The Board of Directors of the Trust & Loan Company of Canada, have been pleased to appoint Mr. Reuben Charles Young, late Assistant Manager of their Montreal Office, an Assistant Commissioner in the Company's service. Mr. Young is retained for duty at Montreal, the Company's Head Office in Canada.

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Mr. A. W. Wheatley, of the American Locomotive Company, recently appointed general manager of the Canadian Locomotive Company, Limited, at Kingston, Ontario, takes charge of the Canadian plant immediately.

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Mr. Duncan C. Grant, assistant manager at the St. James Street, Montreal, branch of the Bank of Toronto, has been appointed acting manager at the Montreal Board of Trade branch, pending the appointment of a successor to Mr. J. Godfrey Bird, who takes over the general management of the new Banque Internationale to-day.

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Mr. C. Stewart Everett, provincial manager of the North American Life Assurance Company for New Brunswick, it is stated in St. John, has been promoted to the position of superintendent of agencies in succession to Mr. T. G. McConkey, who has become superintendent of agencies of the Canada Life, and Mr. W. F. Godard, who has been connected with the Great-West Life, will succeed Mr. Everett.

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The death is announced of Mr. J. W. Nay, of Messrs. Nay & James, of Regina. Mr. Nay, who was only 38 years of age, was formerly connected with the Bank of Commerce. He located at Regina in 1905 and in 1907 the firm of Nay & James was started. Mr. Nay was second vice-president of the Regina Board of Trade, and closely associated with other activities in that city.

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We learn from the Seattle Post-Intelligencer that a party including Sir Reginald McLeod, K.C.B., a director of the Gresham Life Assurance Society and of the Prudential Trust Company, of Montreal, Mr. B. Hal Brown, vice-president and general manager of the Prudential Trust Company, and Mr. Hubert Walter, a travelling correspondent of the London Times, visited Seattle last week. They were received by Attorney John P. Hartman, the northwest and Alaska representative of the Company. Mr. Hal Brown, says the Seattle journal, is looking the situation over, with a view to extending the activities of his company to Alberta, British Columbia, Washington, Oregon, Idaho and Montana.