

of the Forestry Branch of the Department of the Interior, and Mr. A. Knetchel, inspector of Dominion forest reserves.

Business Conditions in Vancouver.

The Vancouver Board of Trade in its Annual Report speaks as follows regarding business conditions in British Columbia:

"The past year has been one of slow recovery from a great financial panic, and in Vancouver we have good reason for congratulation on account of the splendid way in which Vancouver has stood the strain.

"Trade, in general, is good, and the lumber trade, which has been in such a depressed condition for so long, is now beginning to resume a normal condition. The prosperity in other lines appears to be very good, and if our Provincial Government would adopt a bold and progressive policy for the opening up of the country by roads and railroads, the province would become so prosperous that it would attract world-wide attention and bring in all the labour and capital necessary for the development of our great resources."

SUBSTANTIAL PROGRESS OF LIFE UNDERWRITERS' ASSOCIATION OF CANADA.

The Toronto Convention Afforded Unmistakable Evidence in Both Numbers and Enthusiasm.

Seen in retrospect, last week's gathering of the Canadian Life Underwriters' Association must impress all delegates who were present at previous conventions, as having been distinctly "the best yet." Nor was this so much in point of mere numbers as in respect of the steady-going earnestness of purpose evinced.

Reference has already been made by THE CHRONICLE to leading addresses delivered at the convention. But certain matters dealt with in the presidential address and in other utterances of the convention may well call for more extended notice.

President John R. Reid in the course of his able address referred to an exceedingly live issue in which the association has been taking part. Through its instrumentality publicity has already been given to a case where a life assurance company holding a Provincial license simply, is doing business in more than one Province, thus bringing itself under the operation of the Dominion Insurance Department. When this matter was brought to the attention of President Reid, he interviewed Mr. H. H. Miller, M.P., chairman of the Banking and Commerce Committee, which at that time was considering the Insurance Act, and at Mr. Miller's request submitted the correspondence in the case together with the Association's interpretation of the law in the premises. The following is from Mr. Reid's letter to Mr. Miller: "It seems to me that the complaint of the Saskatchewan Life Underwriters is a well-grounded one. On page 4, section 4, of the Act, under the head of License, it is clearly defined that a Dominion business cannot be carried on without a Dominion License or charter. Now, on page 3, section 3, sub-section c, it is quite plain that the provision of the Dom-

inion Insurance Act does not apply to companies working under Provincial incorporation. Such being the case, I submit that as a matter of simple justice to the companies working under and subject to the Dominion Act there should be some machinery provided for its enforcement in the direction indicated, and that this provision should be set forth in the Act itself. It is not fair that a company like the one mentioned, should defy Dominion enactment, and at its own sweet will do a piratical business in province after province of Canada, while for any unlawful course, the companies working under Federal charter are liable to have their license revoked."

Underwriters and the Insurance Bill.

Speaking of the Dominion Insurance Bill now pending, Mr. Reid paid unstinted tribute to the able manner in which life insurance interests were represented before Parliament by the leading members of the Life Officers' Association who appeared before the Banking and Commerce Committee. Reference was made, too, to the clearly evident desire on the part of the leading members of Parliament to co-operate with the Finance Minister and Insurance Department in framing the best possible law.

Underwriters are thankful that the Bill as it now stands is shorn of those features which originally made it so objectionable, and which would undoubtedly have wrought great injury to their calling. The benefit of associated effort was clearly shown in the part played by the association. Its representatives who appeared before the Banking and Commerce Committee were clothed with influence and importance because they represented associations extending from ocean to ocean, and practically spoke for over 3,000 men engaged in the work of soliciting.

"Personally," said Mr. Reid, "I must be frank and say that I cannot approve unqualifiedly of the Bill as it now stands. There are some respects yet in which it can be improved, and I have every confidence that such will be brought about."

Closing his address with a strong appeal for continued associational effort, Mr. Reid spoke as follows:

"I trust you will not consider me Utopian if I say we are facing the end of an era in our history. Life assurance as a business is passing into retrospect, and life assurance as a profession is entering upon its own. Those who have stood aloof from the movement are making a mistake. Some men, however, seem to glory in isolation, but such an attitude partakes of selfishness. No man can live unto himself alone, in civic matters, in the great sphere of business, or in the realm of moral influence. May we at this time catch a fresh inspiration for the better discharge of the duties of our great and beneficent calling. Let us act as though we realized fully that our Association has within it all the potentialities of a tremendous power—a great social service, we might term it—for the improvement of the morale of our noble profession."

Is Life Insurance a Profession?

One of the interesting discussions of the convention was that evoked by Mr. G. Powell Hamilton's paper: "Is Life Insurance a Profession?"