

induce breeders to join the association. During 1898 absolutely nothing was done to increase the membership, and members took advantage of advertising their stock in the lists published by the associations.

#### HISTORY OF THE LISTS OF STOCK FOR SALE.

In the secretary's annual report of March, 1897, the following was a clause: "It has been the practice of each association to publish in the annual report each year the name and address of each member, and specify the breed he reared. This has grown to be the largest Breeders' Directory in Canada. During the last three years I have been very frequently asked for these lists by parties desiring to buy purebred stock, and have mailed hundreds of copies, sending them to various parts of Canada and the United States. I believe that if these lists of breeders could be revised and distributed monthly, it would be of great value." It was decided at the annual meeting to place the matter in the hands of the Executive. At a meeting of the Executive in June of the same year the matter was brought up, and was strongly opposed by some on the grounds that the funds belonging to the associations should not be used for this purpose. It was decided after a fair discussion that the associations were organized for the benefit of the live stock trade, and that the officers were fully entitled to formulate and carry into effect any plan considered by the association to be for the benefit of the country at large, but in order that there would be no ground whatever for taking objection, it was decided that the amount spent should not exceed the membership fees of the various associations. As there was still considerable opposition it was decided to again place the matter before the Executive Committee of the Live Stock Associations. This was done in the association tent at Toronto Industrial Exhibition in the fall of 1897, when the decision of the former meeting was sustained, and the secretary was instructed to make the best terms possible regarding the publication. This was done, and the first list of stock for sale was published in FARMING on October 12th, 1897. Since that time the list has appeared monthly.

In addition, notices of meetings, notices regarding the Fat Stock Show, and reports of meetings were published, and it was chiefly through the notices regarding the association cars of stock for the West that the cars were made possible. It is by means of this list of stock that the secretary is able to locate stock when requested to do so by intending purchasers, and it is the persons who are there advertised who have the first opportunity to sell, and who will sell if their stock is suited to the requirements of the purchaser. During the past year the secretary has received more enquiries than ever before as to where certain breeds of stock can be found, and his only guide is the list of stock for sale.

Towards the end of last year stock throughout the Province was very scarce, and the inter provincial trade was very large. Should not the Gazette, which is being received by breeders throughout Canada, be entitled to a fair share of the credit? It is impossible to make any accurate statement as to the work done by the Gazette in making sales, but the opinion of the large number of prominent live stockmen who have sent unsolicited testimonials is evidence as to the work being done through this medium. I will quote only one:

"Your advertisement of stock for sale in the Gazette is a very happy one, and must be useful to buyers.

(Signed) SYDNEY FISHER,  
Minister of Agriculture."

#### THE WORK DONE BY BREEDERS AND IMPORTERS OF GREAT VALUE TO THE COUNTRY.

The importers and breeders of live stock in Canada have added millions of dollars to the revenue of this country, and the results of their labors will continue to bear fruit for years to come, while they themselves have failed to grow wealthy, and in some cases even to make a good living. That being the case, all parties interested in our progress

# THE FEDERAL LIFE ASSURANCE COMPANY.

## SEVENTEENTH ANNUAL STATEMENT.

### DIRECTORS' REPORT.

The seventeenth annual meeting of the Shareholders of The Federal Life Assurance Company of Canada was held at the Head Office, in Hamilton, on Tuesday, the 7th inst. In the absence of the President, Mr. Beatty, Mr. William Kerns, First Vice-President, occupied the chair, and Mr. David Dexter acted as Secretary. The following report and financial statement was submitted by the Directors:

The Directors have pleasure in submitting for the information and approval of the Shareholders, the following report of the business of the Company, together with a statement of Receipts and Disbursements for the year which closed on 31st December, 1898, and of the Assets and Liabilities on that date.

New business consisted of fourteen hundred and fifty-nine applications for insurance, aggregating \$2,248,850, of which thirteen hundred and eighty-one applications for \$2,114,232 were accepted, applications for \$134,000 having been rejected or held for further information.

Annuity premiums to the amount of \$12,731.50 were also received.

In the past year, as in the preceding year, fully ninety per cent. of the new business written by this Company was on its investment plans. This, and the fact that the advent of three additional and well equipped competitors in the field within the past two years has not diminished the share of new business which this Company has been able to secure, indicates the continued growth of feeling in favour of investment insurance rather than towards other forms of investment on which interest earnings are depreciating steadily.

The income of the Company shows a gratifying increase over previous years, and the addition of \$143,835.14 to the assets is especially noticeable, the total assets having risen to \$866,283.41, exclusive of guarantee capital.

The security of the policy-holders, including guarantee capital, amounted to \$1,475,283.41, and the liabilities for reserves and all outstanding claims, \$757,399.20—showing a surplus of \$717,884.21. Exclusive of uncalled guarantee capital, the surplus to policy-holders was \$108,884.21.

Assurances for \$114,575 on fifty-seven lives became claims through death, of which amount the Company was re-insured for \$7,000. Including cash dividends and dividends applied to the reduction of premiums (\$30,878.32) with matured endowments for \$4,600, the total payments to policy-holders amounted to \$143,702.25.

In accordance with instructions received from the shareholders at the last annual meeting your Directors applied for and obtained from the Parliament of Canada a special act of incorporation changing the name of the Company to the Federal Life Assurance Company of Canada, and granting enlarged powers for business and investment in and out of Canada.

The investments of the Company have been carefully looked after and have yielded for years past the best results reported by any Company doing business in this country. Expenses have been kept within reasonable limits while due effort is being made for new business. The chief officers and agents of the Company are entitled to much credit for their able representation of the Company's interest. The office staff have also proved faithful in the Company's service.

The accompanying certificate from the Auditors vouches for the correctness of the statements submitted herewith. All accounts, securities and vouchers having been examined by them.

### FINANCIAL STATEMENT.

#### INCOME.

Premiums, interest and rents.....\$ 410,831 73

#### DISBURSEMENTS.

Paid policy-holders for death claims, endowments, dividends, etc..... 143,702 25  
General expenses, re-insurance  
dividends on capital..... 127,648 09

#### ASSETS.

Debentures, mortgages,  
policy loans, real estate, cash and other securities..... \$66,283 41  
Guarantee capital..... 609,000 00  
Total resources for security of policy-holders..... 1,475,283 41

#### LIABILITIES.

Reserve fund..... 757,399 20  
Surplus to policy-holders..... 717,884 21  
Insurance written and taken during the year..... 2,021,585 00  
Amount insured..... 11,125,566 43

JAMES H. BEATTY,  
President.

DAVID DEXTER,  
Managing Director.

### AUDITORS' REPORT.

To the President and Directors of the Federal Life Assurance Company:

Gentlemen,—We have made a careful audit of the books of your Company for the year ending 31st December, 1898, and have certified their correctness.

The securities have been inspected and compared with the ledger accounts and found to agree therewith.

The financial position of your Company, as on 31st December, is indicated by the accompanying statement.

Respectfully submitted,

H. S. STEPHENS,  
SHERMAN E. TOWNSEND,  
Auditors.

Hamilton, March 1st, 1899.

In moving the adoption of the Directors' Report, Mr. Kerns referred to the steady and substantial growth of the Company's business; the large increase from year to year in its income, assets and surplus. He stated that while the expenditure had been decreased 6.56 per cent. in the last year, the assets of the Company had increased 19.90 per cent., the net surplus 37.92 per cent. and the reserve funds 21.41 per cent., the capital and assets having now reached \$1,475,283.41.

He quoted from the December number of the *Economist* to show that the Company had so carefully managed the investment of funds as to earn a better rate of interest in each of the past eight years than the average rate earned by all of the Canadian life insurance companies. The rate earned by the Federal in 1897—the last year in which the average can be obtained from the report of the Superintendent of Insurance—was 5.64 per cent., and the average rate earned by all the Canadian companies 4.48 per cent.

After the adoption of the Directors' report an interesting report of the mortality experience of the Company and of the history of medical examinations for life insurance was read by the Medical Director, Dr. Wolverton.

Congratulatory remarks regarding the substantial progress of the Company and regarding the management were made by several of the shareholders.

A vote of thanks to the officers, agents and office staff was responded to by Mr. David Dexter, the Managing Director.

The retiring Directors of the Company were re-elected, with the addition of T. H. Macpherson, Esq., M.P.

The Auditors were reappointed.