holders which won my admiration. One effort after another, however, came to nought. Finally a last appeal was made to the Metropolitan by the minister, the superintendent and others, and to the unspeakable relief of all, that great Company responded favourably. I wish to express here my most hearty acknowledgment of the public spirit of the Metropolitan Life in taking this course, and to thank them for the service which they have rendered to Canada and to the cause of Canadian life assurance....

A DIFFICULT PROBLEM.

The problem of the Union Life which the department has had to face for a number of years would have tried the brains, energy and tact of any man or group of men. Conditions were constantly changing and no clear, plain course lay before the superintendent and his assistants. If they had stopped the Company five or seven years ago, they would have snuffed out a company which, under capable management, could to-day have been on the high road to success, especially with the assistance of the additional capital which it was then about to obtain; if they had stopped the company after that additional capital had been paid in, they would have been denounced as confiscating the property of the English shareholders; if they had placed the company in liquidation in the ordinary way, they would have destroyed the value of the goodwill of the business, and would have caused heavy loss to the policyholders; in every effort of effect reassurance they were handicapped by the fact that there was but one other company transacting industrial business in Canada, outside of the American companies which were surrounded with legal restrictions; and, perhaps most difficult of all, they had to deal with a management that was optimistic; always just on the point of getting the company on its feet, and yet always doing things that ultimately led to its destruction; plausible and able to convince almost any person that the Company was being oppressed by an unreasonable insurance department determined to ruin both shareholders and policyholders by not giving the company sufficient time to become established.

I know whereof I speak when I say that the Union Life has for years been a weight upon the minds and hearts of the officials of the department and that they have laboured unremittingly to improve the situation and to protect the policyholders. We may or we may not agree with everything that they have done; they may have made mistakes, for who is infallible? But the fact remains that, according to the best of their judgment, they have earnestly endeavoured to work out the difficult problem in a way to protect all concerned; and the further fact also remains that, in the end, they have succeeded in protecting the policyholders perfectly. I wish to record my appreciation of their services to the cause of Canadian life assurance.

CONDITIONS IN ASSESSMENT INSURANCE.

The unfavorable circumstances of the assessment business are clearly shown in the annual compilation by the New York *Spectator* showing the lapses, death losses and membership in the assessment societies of the United States. The statistics presented cover sixty associations and orders. At the close of 1912 these organizations had approximately 4,800,000 certificates in force, representing protection for many millions of dependents, a large number of whom, it is to be feared are likely to be disappointed at the final outcome.

A division of the tabulation is made into four groups, the first including sixteen organizations which have been in existence thirty-five years and over. It is noticed that in each of the three years, 1902, 1907 and 1912, covered by the table the lapse rate has been very high, while the death rate has rapidly mounted. The membership of this group is now less than it was ten years ago.

Group two, including eleven organizations between thirty and thirty-five years of age, shows the same general tendency of increasing lapse and death rates. Several large fraternal orders are included in this group, many of which show an abnormally high death rate.

The effect of agitation among members of these orders over increased rates is plainly shown in the fourth group, covering associations between twenty and twenty-five years old. The largest fraternal in the world, which, during 1912, attempted to increase its rates, appears in this group. Vigorous opposition was encountered, with the result that its new issues were barely twenty-five per cent. of those of the previous year, while nearly twenty-five per cent. of the membership dropped out last year. The death rate, consequently, rose from 6 to 7.40 in the thousand.

The final group of twenty-six companies, which have been in existence for from seventeen to twenty years, shows a slightly more favorable mortality than the older organizations. Lapses are increasing, however, and last year the rate was over sixty-five per cent. of the new issues, which does not promise well for permanency and a normal death rate.

The totals and averages of the entire table indicate retrogression in the new certificates issued since 1907, a very heavy increase in lapsation and a decided advance in the death rate. The lessons to be drawn from this table are entirely plain and should be taken to heart by every manager.

AUSTRALIAN LIFE COMPANY ENTERING CANADA.

The Mutual Life and Citizens' Assurance Company, Ltd., of Sydney, New South Wales, has received its license from the Dominion authorities to transact life business in Canada. Arrangements for the establishment of the business are new being made by its secretary, Mr. William J. Bloomfield, who was in Montreal this week.

The Mutual Life and Citizens' is a well known organisation in the antipodes, and has a branch in London, England. Its invested funds exceed $38,-000,000.

DEATH OF AN OLD INSURANCE MAN.

The death from typhoid fever, of Mr. Joseph Courtois, insurance broker, at his residence, Visitation Street, this city, a few days ago, removes a well-known figure in the fire insurance business. We understand that his son, Mr. Eugene Courtois, who has been associated with his father for some years will continue the business.

Two "public adjusters" have been arrested in Toronto on allegations of not paying over to people who employed them money due for fire losses.