

VALUE OF LIFE INSURANCE

XLIV.

Reinsure Your Insurance

BY C. A. HASTINGS.

Last week's article showed how any man can relieve his wife and family of all monetary anxieties by shifting the responsibilities on to a life office of repute, and pointed out in this article are some more details in connection with the same plan of insurance.

Any one may die prematurely and therefore it is possible for a wife to live more than 20 years after the death of her husband, in which case we must take care of that event as well, and it can be guarded against in the following manner.

Making Provision Doubly Sure.

For the sake of example, take for granted that Brown has decided to purchase an annuity of \$1,200 per annum to take effect for 20 years, on a monthly basis, as described previously. Nevertheless, he wishes to make doubly sure of his wife being protected for all time; he therefore buys, in addition to the annuity already purchased, a policy that will provide the sum of \$10,000 cash at the end of the 20 years, that is to say immediately after the payment of all the annuity instalments payable for 20 years. He accordingly purchases \$5,500 more insurance on the same plan—namely, whole of life with profits, and pays the same rate of premium for this as he does for the other.

Many Canadians Could do This.

To summarize, Brown has purchased \$18,000, plus \$5,500, or in total figures, \$23,500, at the rate of $2\frac{3}{4}$ per cent., which will guarantee his wife and heirs a monthly income of \$100 for 20 years, and then a cash sum of \$10,000, making a grand total of \$34,000, to say nothing of bonus additions, which if purchased from a company paying at the rate of $1\frac{1}{2}$ per cent. per annum would produce a further sum of about \$10,000—should Brown die at the end of 30 years—having deposited in annual instalments approximately only \$18,600.

In short, \$44,000 in return for \$18,600, and there are many men to-day in Canada who could easily afford to follow Brown's example and put on one side the sum of \$620 annually—in fact to whom such a sum would never be a burden or cause any temporary embarrassment.

WESTERN FIRM OPENS LONDON OFFICE.

Messrs. J. H. C. Willoughby Sumner Company, of Saskatoon, have opened a permanent office at Trafalgar House, Waterloo place, London, England.

This branch will be under the personal management of Mr. A. J. E. Sumner. This company is in a position to furnish information upon all types of Canadian investments. This company states:—

"An extended field exists at present for investment in first mortgages upon freehold lands and buildings for fixed periods of three to ten years. No advance is asked or recommended upon more than 40 to 45 per cent. of the appraised value of the buildings.

"From agreements for sale, an exceedingly high rate of interest, averaging 12 to 15 per cent. can be obtained with perfect safety over one or two years in this manner.

"Large profits have been obtained from the cautious and skilful purchase of farm lands and central property in growing established Canadian cities during the past ten years."

Two and Two Make Five

OR

The Ancient and Honourable Art of Statistics.

Something, in lighter vein, wedged among 279 pages of solid reference, statistical, review and outlook matter.

SEE

The Monetary Times Annual

PRICE 50 CENTS.

280 PAGES.

SUBSIDIZE GOLF COURSES

Suggests Finance Minister White, While Telling Insurance Company Presidents of Canadian Investment Field

To the presidents of United States life insurance companies assembled for their annual meeting at New York, Hon. W. T. White, Canada's minister of finance, extended an invitation to look towards Canada as a fine field for the investment of their surplus funds.

Mr. White dwelt on the obligations of trusteeship which should animate, and generally does animate, those entrusted with the administration of the affairs of insurance. If he might give any advice, he added, it would be that the insurance companies should inaugurate a campaign to prolong life. Great progress had been made in saving children, he admitted, but too many business men broke down at 35 and 40. Business life on this continent is too strenuous, he added, and the insurance men should use their best endeavors to have people sleep more, eat less and play more. He was not sure, he said, that governments would not do more for the human race by subsidizing golf courses than by aiding the building of more railroads.

Field for Investment.

"It would never do," he said, "if I did not improve this occasion, with Scotch prudence and forehandedness, to call your attention to the surpassing excellence of Canada as a field for investment of your surplus money. It seems to me that I have heard less of financial stringency—of course, I have not come down on business—down here in New York than possibly you have, but your surplus money—and if you have it not now, why you may have it in the near future—cannot be put to better or more productive or profitable use than in investment in that great Dominion to the north. Not so many years ago, when we came down here we found that the Americans looked upon Canada as we to-day look upon Labrador, but that time has gone by.

Of a Great Country.

"When the United States had the same population that we have, settlement had just crossed the Alleghenies—no steamships, no railroads, no telephones, no telegraph, no West. Now, we have the same population that you had at the beginning of the last century, but the country is settled from the Atlantic to the Pacific. We have three transcontinental lines of railway, with a railway network in each province. We have the same area as you, capable of sustaining as large a population as that of the United States. Some of it, to the far north, could hardly be described as good, arable land, even in a prospectus, but we have a country as great, potentially, as your own.

Expansion of the West.

"Take our three prairie provinces. We used to give you good Canadians, but now we are getting back good Americans. Ours came from the East, yours are going into our West. Some of the most practical citizens, the best Canada has to-day, are the Americans. We received last year no less than one hundred and forty thousand. You may not have informed yourself of the extent of our western territory. Manitoba, Saskatchewan, Alberta, three provinces, have each a larger territory than modern Germany, less than ten per cent. under cultivation. This year they had a crop of over two hundred million bushels of wheat. I draw your attention to that country. You cannot get better security than you will get in Canada—western or eastern Canada. You cannot get any country where contracts are more faithfully regarded or obligations more carefully safeguarded by law than in Canada."

WATSON GRIFFIN GOES TO INDIES.

Mr. Watson Griffin, industrial commissioner of Brandon, has been selected by the government at Ottawa to visit the British West Indies as special commissioner of the department of trade and commerce to investigate the possibilities of developing Canadian trade with these countries. The minister of trade and commerce desires to develop new markets for both Canadian food products and Canadian manufactured goods and to cheapen the cost of those tropical foods and materials which Canada cannot produce, by encouraging direct importations from the colonies with which the Canadian government has recently made preferential trade agreements.

Mr. Griffin will probably leave Canada for the West Indies early in the new year. He will visit all the British West India islands and British Guiana in South America. Mr. Griffin has occupied prominent journalistic positions at Toronto and Montreal, and is the author of several books and pamphlets on various Canadian questions.