

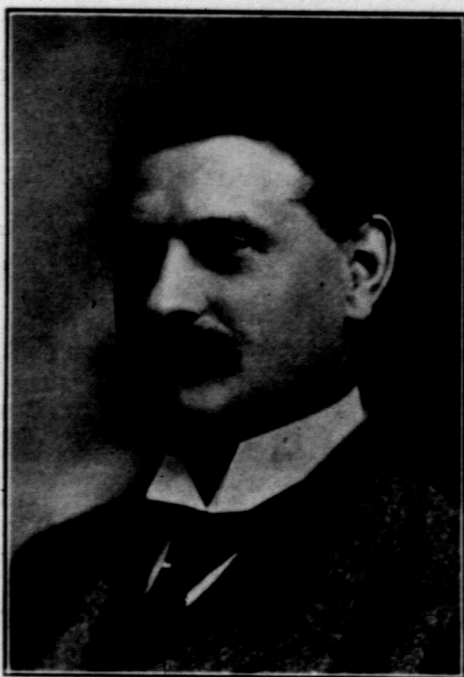
## PERSONAL NOTES

Mr. R. L. Killock, a graduate of McMaster University, has joined the staff of Messrs. W. L. McKinnon and Company and will represent the firm in Eastern Ontario.

Mr. Albert E. Awde, superintendent of agencies for the Union Mutual Life Insurance Company, of Portland, Maine, has been inspecting his company's Canadian agencies.

Mr. S. W. Harris, manager of the western branch at Regina of Messrs. W. L. McKinnon and Company, Toronto, has been on a visit to the head office and getting into touch with financial conditions.

Mr. George B. Woods, president and managing director of the Continental Life Insurance Company, Toronto, was elected president of the Insurance Institute of Toronto this evening. He is one of the best known life underwriters of Canada, a famous club man, a sportsman, a raconteur of merit, and a good all-round citizen. His election to the



**GEORGE B. WOODS,**

**Elected President of the Insurance Institute of Toronto to-day.**

presidency of the Insurance Institute was unanimous. Mr. Woods was born a few years ago near Norfolk, England, and came to Canada in 1885. He was first in the lumber trade at Woodstock, but ultimately the life insurance business claimed him and he entered the service of the Manufacturers' Life Insurance Company. Then he organized the Continental Life, became its managing director, and upon the death of the Hon. John Dryden in August, 1909, its president. The successful career of Toronto's Insurance Institute will undoubtedly continue under his guidance, with the assistance of a capable executive and board of officers generally.

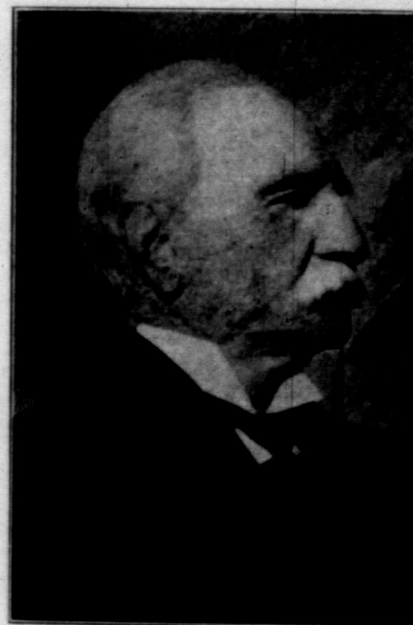
Mr. Edward Brown is the new provincial treasurer of Manitoba. He is one of the best known men of the West and a constructive citizen of a good type. He was born, of Scotch descent, at Gresham, Bruce county, Ontario, in 1865, and went to Manitoba in 1888, where he started with his brother a real estate and agricultural business, known as Brown's, Limited. The brothers also founded a large and modern departmental store in Portage-la-Prairie. Mr. Brown is a director of many financial institutions, including several land companies, the British Northwestern Fire Insurance Company and others. He will make a good provincial treasurer. In addition, he should be a suitable man in other ways for the Manitoba political situation, as Professor Osborne once described him as "a sensitive and delicately refined man, who is a pledged foe of political corruption."

Mr. H. W. Farmer, former manager at Vancouver for the Gresham Life, has been appointed provincial manager for Manitoba in succession to Mr. A. E. Moulds, who is at present serving at the front.

Mr. W. H. Slater, manager of the Willis-Faber Company of Ontario, Limited, which conducts the insurance department of the Canadian Manufacturers' Association, is going home to England to enlist. Mr. Slater was formerly a member of the Legion of Frontiersmen and also the Southern Rhodesia Mounted Volunteers.

Mr. Edward E. Lawson has been elected a member of the Toronto Stock Exchange, and will operate under the name of E. E. Lawson and Company, with offices in the Lumsden building. Mr. Lawson was formerly with the Standard Reliance Mortgage Corporation and the Dovercourt Land Company as assistant general manager and secretary, respectively.

Mr. J. W. Langmuir, who died at the age of 81 in Toronto on Wednesday, was for many years general manager of the Toronto General Trusts Corporation. He was one of those citizens who wanted "to die in harness," and only upon the strongest counsel of his medical advisers was he induced to relinquish a few months ago his duties with



**THE LATE J. W. LANGMUIR.**

the strong corporation which he founded and which he steered so accurately for so long. Mr. Langmuir came to Ontario from Scotland 66 years ago.

Dr. F. S. Pearson, president of the Brazilian Traction, Light and Power Company, was one of those lost in the "Lusitania" disaster. He was also head of the Pearson syndicate, controlling extensive oil, mineral and development rights in Mexico. With Sir William Mackenzie and other Canadian capitalists he was interested in various foreign and electrical enterprises.

Mr. F. T. Stanford, who edits the Life Underwriters' News, the official organ of the Life Underwriters' Association of Canada, has published an interesting issue for May. It gives the rules of a prize essay competition, the subject of which is "The scope and influence of life insurance in the world to-day," which should be a sufficiently wide heading for the most versatile and prolific writer in the business. Prizes will be awarded at the annual convention of the association, which will be held in Toronto in September.

Mr. T. C. Norris became premier of Manitoba this week, the Roblin government having resigned, due to the contract scandals in connection with the new provincial parliament buildings. He was born at Brampton, Ontario, of Irish parentage, and early in his life went West. He is a typical westerner and a practical farmer. Mr. Norris was first elected to the Manitoba Legislature in 1895. He is 54 years old. Here is one of his sayings: "The first essential of public administration is honesty. If ever the people choose me to direct their administration I shall place honesty first."