

on even terms, and the time may not be far distant when we shall be practically shut out of the Canadian field altogether. It can scarcely be said, indeed, that the business we now transact there is worth having. The little which falls to our share is undoubtedly of the very best quality, as is proved by the comparatively moderate proportion terminated each year by lapses and surrenders. What we complain of is the inconsiderableness of the quantity obtained.

Canada, it must be remembered, is a part of the British Empire, and were our life offices there properly represented by energetic men, the American companies would stand, we feel sure, but a poor chance. Only three British companies, as a fact, appear, in recent years, to have regarded the Dominion as a legitimate field for operations, about seven-eighths of our total business in force there being in their hands. The five remaining active offices apparently accept assurances when offered them but it is evident from their returns that there is no organized solicitation for business, the number of new policies issued last year being respectively 14, 3, 2, 1, and none. Such records scarcely justify the expenditure entailed in keeping offices open, and it would probably prove an advantage to the policy-holders here were arrangements made in these cases for the transfer of all Canadian assurances to one or other of the three companies which do exhibit some enterprise. The alternative course is to regard Canada as a part of the workable territory, and ascertain by practical tests whether remunerative business is to be had or not. When we learn from official sources that the public deposits in Canadian banks have increased from \$161,000,000 in 1892 to \$359,000,000 in 1902, we scarcely need to be told that life assurance has its future. How vast and how proximate are its possibilities may be judged from the following words spoken by Mr. Clifford Sifton, Dominion Minister of the Interior, only a few days ago: "Stagnation has given place to abounding activity. Production is now reckoned by tens of millions instead of by hundreds of thousands. In 1891 the population of Manitoba was 152,506; in 1901 it was 254,947. In 1891 the population of the Northwest Territories was 98,967, and in 1901 it was 160,000. I have no doubt that to-day the population of the Northwest Territories is 250,000, and that, on July 1, 1905, there will be 750,000 people, perhaps a million, in Manitoba and the Northwest Territories."

The policy of cutting down expenses is, of itself, prudent, but it may be carried too far. There are wasteful expenditures, and there are outlays like those of a farmer for cultivating and seeding the soil, which bring rich returns. Economy is desirable, but economy should not sap the life out of enterprise. A small business involves larger proportionate expenses than a large one, hence such vigorous efforts towards expansion, as working charges tend to decrease pro rata as business increases in volume, and a large business, properly managed, is capable of more economies than a small one. Canada is an

excellent field for life assurance; the people, as a rule, are comfortably circumstanced, intelligent, and very self respectful; the mortality also is favourable, as our climate is one of the healthiest known.

The impression made respecting Canadian life assurance matters on so prominent and so ably conducted a journal as "The Insurance Observer" will be read with universal interest in insurance circles.

TRUST AND LOAN COMPANY OF CANADA.

At the recent half-yearly meeting of the above Company held in London, England, a report and statement were presented which were received with much satisfaction. The net profits for the half-year were \$72,175, from which, after providing for a six per cent. dividend, the balance left, being the sum of \$11,710, was carried to the Reserve Fund as required by the Royal Charter of Incorporation. The balance at credit of Revenue Account, brought forward from March last was \$74,860, which, with the half-year's profits, made \$147,035. This sum was appropriated as follows: \$11,710 was added to Reserve Fund, leaving \$135,325 as the balance in Revenue Account. The Directors recommended that out of this balance of \$135,325 a dividend at the rate of 6 per cent. per annum and a bonus of one-half per cent. less income tax, be declared on the paid-up Capital of the Company, leaving the balance of \$78,450 to be carried to the credit of the current half-year's accounts.

The Reserve Fund of the Trust & Loan Co. now amounts to \$882,285. The resources of the Company consist of Loans on Debentures, \$4,590,480, paid-up Capital, \$1,625,000, Reserve Fund, \$882,285, Revenue Account, \$135,325 and Sundry Items, \$55,315, a total of \$7,288,420. This sum is represented by \$5,877,058 investments in Canada, of which \$5,465,115 is in mortgages. The investments in London amount to, \$809,300, and the remaining assets, amounting to \$602,062, are made up of the values of office premises, \$123,600, cash balances, \$248,560 and sundry debts, \$229,902.

The Trust & Loan Company of Canada for over half a century has been contributing to the development of Canada, pursuing this most valuable course seventeen years before Confederation, when a "friend in need" was a "friend indeed," for, in those early days, there was no such universal confidence felt in Canadian securities as now prevails. To the Trust and Loan Company, as one of the financial pioneers which helped in the early development of Canada, this Dominion is deeply indebted, as it is also for having set to other loan companies an example of sound principles and prudent management.