

NATIONAL LIFE ASSURANCE COMPANY

The following appointments are announced:—

Mr. R. I. Clancy, Western Branch Manager for The National Life Assurance Company of Canada during the past eight years, has just been appointed resident director for that company. Mr. Clancey will have supervision of the Provinces of Manitoba and Saskatchewan for The National Life, with headquarters at 305 Union Trust Bldg., Winnipeg. The National Life has just completed the most outstanding and successful year in its history, and the two provinces, under Mr. Clancey's aggressive management, will no doubt produce a still greater volume of business for this well known company.

Mr. R. M. Huestis, Superintendent of Agencies for The National Life Assurance Company of Canada at Winnipeg for the past ten years, has just been appointed General Manager of Agencies for that Company, with headquarters at the head office of the company. Under Mr. Huestis' direction the western business of The National Life has shown steady and consistent growth, and his promotion will be noted with pleasure by his many friends in this city.

PROSPECTS OF CONTINUATION OF BOOM IN LIFE INSURANCE

There seems every prospect that the causes of the larger demand for insurance protection during the past year will continue during 1920. Business conditions of the country point to a continuance of the writing of large business at least for another twelve months, notwithstanding the large volume of business written during 1919 in proportion to the population of Canada. It may be said, however, that such results will depend largely on the

efforts of agents, and efficient methods of the companies. The present situation, however, cannot last for ever, and sooner or later there will be a tightening up of the purse strings. From reports received from various companies it is satisfactory to note that besides the large increase in new business during 1919, the old has been well maintained, so that the net gain in insurance in force will be a record not only in volume but in percentage.

FIRE COMPANIES' EXPERIENCE BY PROVINCES

In 1916 the Dominion Insurance Department inaugurated the practise of collecting the experience of the fire companies in Canada by provinces. The basis taken was net premiums written (licensed re-insurance being deducted) and net losses incurred. Taking these statistics, which are now available, for three years, we have worked out the subjoined tables, showing the experience of the different classes of companies in the various provinces during 1918, the last year for which the figures are at present available, and of all the companies for the three years.

While these statistics at present cover only a limited period of time, they are distinctly interesting as indicating the trend of the business during recent years. It is seen, for instance, that in Ontario, the most important province in Canada from the fire underwriters' point of view, the three years' loss ratio of the companies amounts to 65½ per cent., a figure which does not suggest any important amount of profits. With the rise in expenses in recent years, it is probable enough, indeed, that ends do not meet for these three years, so far as the Ontario business of the companies is concerned. Again, it may be noticed that while the

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