

1894—New Business written fell off a little as compared with 1893 on account of financial stringency and careful selection of risks. "The success of a company, however, does not consist so much in the volume of business done as in its careful selection and in the returns to policy-holders." Change of reserve standard from Hm. 4½ to Act. 4% considered.

Assurance.....	\$18,767,698.00
Assets	2,855,123.63
Surplus.....	266,211.48

1895—The proposed change in reserve basis adopted at a cost of \$117,231. Quinquennial policies maturing. Results were better than estimated by 10%. Mr. Marshall, of London, dies. Mr. Somerville appointed director in his place.

Assurance.....	\$19,312,477.00
Assets	3,123,574.99
Surplus.....	178,798.60

1896—"Competition has not decreased and new companies are being promoted but the Mutual can hold its own against all comers."

Assurance.....	\$20,001,462.00
Assets.....	3,392,697.22
Surplus.....	201,579.48

1897—Several assessment companies failing increased the confidence of the public in the old-line companies. The President of the Company, Mr. I. E. Bowman, M.P., who had been the head of the organization since its foundation, passed away—"A valued friend and a wise counsellor." Mr. Robert Melvin was elected to fill the vacant office. Mr. Wm. Hendry resigns as Manager.

Assurance.....	\$21,487,181.00
Assets.....	3,730,777.91
Surplus.....	218,140.29

1898—Mr. Wegenast appointed Manager. Agency opened in St. John's, Nfld., our only Foreign Branch. Mr. Earl appointed superintendent of Agencies.

Assurance.....	\$23,703,979.00
Assets.....	4,126,132.45
Surplus.....	256,941.42

1899—Bill introduced in Dominion Parliament to change the name of the Company and the date of the annual meeting. Approved by the meeting. Monthly audit introduced. Mr. C. M. Taylor promoter of the Company, and Vice-President from its inception, passed