

Correspondence

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NEW YORK INSURANCE LETTER.

New York, Sept. 4, 1907.

After much struggling under adverse circumstances the redoubtable P. B. Armstrong has his new fire insurance company, the Excelsior, under way and is writing business for it, he claims, at the rate of \$2,000 a day in premiums. While Mr. Armstrong's new company will not cause the regular concerns much permanent uneasiness, his exaggerated statements and the drain which he will for a time make upon preferred business will doubtless annoy them for a brief space. Mr. Armstrong's record with the mutual fire companies of which he disposed in 1891, however, will not soon be forgotten nor will the fact be overlooked that the purchase of this business by the Lancashire in 1891 burnt up that company and drove it out of business in nine years.

The life underwriters are back from Canada full of enthusiasm over the meeting recently held in Toronto, and enthusiastic over the reception which they were received. The Association is, in fact, now international, having begun to take in the Canadian life underwriters' association. The key-note of the meeting as reported by returning agents was the dissatisfaction generally felt at the legislature recently enacted, and this dissatisfaction finds an echo in Canada where the Armstrong laws have been quite closely imitated.

A startling result of the life insurance up-heaval of 1905 and 1906 is the fact that at least two of the giant companies have dropped almost to zero in their issue of new business and are finding it difficult to retain even that which is already on their books. The twister is abroad in the land and is making the most of its opportunities. There is, moreover, an apparent lack of virility and originality in management which has reduced these two companies to nothing but mere collection agencies. It is very evident that some change in plans will be necessary if either or both of them are to resume their places as life insurance companies of prominence and usefulness.

NOTES.

Manager E. G. Richards, of the North British & Mercantile, has left the city to return about October 1st.

Much interest is manifested in the semi-annual statement of the Employers' Liability Assurance Corporation for July 1st, 1907, the company showing fine increases in assets and surplus.

Prominent among recent events in fire insurance circles is the appointment of John H. Packard as Secretary of the United States branch of the London Assurance Corporation. Mr. Packard was formerly President of the American of Philadelphia, which reinsured in the Commercial Union after the San Francisco conflagration.

An American company which will soon begin to do business in Canada is the St. Paul Fire & Marine, which is a strong and well established institution.

The news of the removal to San Francisco of Mr. J. J. Kenny, formerly managing director of the Western and British America, to establish a department there for those companies, is received with much interest in this city where Mr. Kenny is well-known and greatly admired.—

QUERIST.

Stock Exchange Notes

Wednesday P. M., Sept. 4, 1907.

Dominion Iron Common was the only active stock in a dull market, but the improvement in the price of Lake of the Woods Common and the advance in Soo Common were features of the trading. Some stocks show small declines, but a generally better tone is evident, and it is now considered that the lowest point of the decline has been passed. Investment buying continues to absorb the dividend payers, and there is evidence that, were money supplies easier, the public would come into the market at this level. Montreal Power, Twin City, Lake of the Woods Common, Toronto Railway and Canadian Pacific are all attractive, and should sell at much higher prices in the course of the next six months. The preparations of

the Banks for the harvest money demands have been so thorough, that it is now likely that the extreme tightness in money this fall, that was anticipated, may not eventuate.

C. P. R. closed with 165 1-4 bid, a decline of 2 3-4 points on sales of 253 shares. The earnings for the last ten days of August show an increase of \$281,000. Soo Common sold up to 105, and closed with 101 1-2 bid, a net gain of 5 1-2 points, and 75 shares changed hands. Montreal Street is 3-8 lower at 190 3-4 bid, and 167 shares came out. Toronto Railway shows an improvement of 1-2 point, and closed with 100 1-2 bid on transactions involving 168 shares. Twin City closed with 90 1-2, a decline of 3-4 point on sales of 250 shares. Detroit Railway is stronger, and shows an advance of 1 point, closing with 64 1-2 bid, and 571 shares were traded in. Toledo is fractionally higher, and closed with 23 7-8 bid, but only 60 shares changed hands. Illinois Preferred transactions involved an even 50 shares, and the closing bid of 81 shows an advance of 1 point. There were no sales of the Havana stocks, but 5 shares of Halifax Tram sold at 97.

R. & O. closed with 63 3-4 bid, a gain of 1 point, but there were no sales. Mackay Common on sales of 185 shares closed with 64 7-8 bid, an advance of 5-8 point. The Preferred was traded in for 125 shares and closed at an advance of 1-2 point with 63 1-2 bid. Montreal Power is up 1 1-4 points, and closed with 92 1-4 bid on transactions totalling 413 shares.

Dominion Iron Common was again the most active stock, and 2,623 shares were involved in the trading. The closing bid of 22 1-4 shows a decline of 1-4 point. The Preferred is off 2 points, closing with 53 bid on sales of 107 shares. The Bonds closed with 71 bid, and \$1,000 changed hands at this price. Dominion Coal Common is 1 1-4 points lower. The closing bid was 45 1-2, but only 50 shares came out. In the Preferred, 10 shares changed hands at 99 3-4, but there were no sales of the Bonds. Nova Scotia Steel Common closed with 65 1-2 bid, an advance of 5-8 point on sales of 109 shares. The Preferred was dealt in for 10 shares at 110, and \$3,000 of the Bonds sold at 106 1-2.

Lake of the Woods Common sold up to 72 and closed with 71 bid, an advance of 1 5-8 points and 470 shares changed hands. There were no sales of the Bonds, but 15 shares of Preferred sold at 104. Dominion Textile Preferred closed with 83 1-2 bid, a gain of 3-4 point on sales of 91 shares. The Common closed offered at 45, with 43 1-2 bid. The closing quotations for the Bonds were as follows:—Series A. and C. 84c bid, Series B. and D. no bid.

There is little change in the money market, and the ruling rate for call loans is still 6 per cent. In New York to-day, the ruling rate was 3 per cent., while in London, the rate was 3 1-4 per cent. The Bank of England rate is unchanged at 4 1-2 per cent.

	Per Cent.
Call money in Montreal...	6
Call money in New York...	3
Call money in London...	3 1-4
Bank of England rate...	4 1-2
Consols...	81 5-8
Demand Sterling...	9 3-8
60 days' slight Sterling...	8 1-2

The quotations for money at Continental points were as follows:—

	Market.	Bank.
Paris...	3 3-8	3 1-2
Berlin...	4 3-4	5 1-2
Amsterdam...	4 3-4	5
Brussels...	4 5-8	5
Vienna...	5	5

Montreal, Thursday, P. M., Sept. 5, 1907.

The market to-day was firm with prices well maintained. The features were the strength of Soo Common, which closed with 104 1-4 bid, and Lake of the Woods Common, which sold up to 74, a gain of 3 points on the day's trading.

Toronto Clearings for the week ending September 5th were \$17,958,468.

Montreal Clearings for the week ending September 5th were \$26,196,773. For the corresponding weeks of 1906 and 1905 they were \$27,873,825 and \$21,037,782 respectively.