

SHRINKAGE IN U.S. CROP VALUES.

Shrinkage of values of farmers' crops of the United States is estimated at almost \$5,000,000,000, although the 1920 harvest was one of the most abundant in history with half a dozen crop breaking records. The important farm crops which comprise about 90 per cent. of the value of all farm crops were valued this year at \$9,148,519,000 by the Department of Agriculture in its final estimates. Last year these crops were valued at \$14,087,995,000. Acreage planted to the important crops also decreased.

To Promote Trade Canada and Nigeria

Regular and Direct Steamship
Communication May Secure
Valuable Market.

The promotion of trade relations between the Dominion of Canada and the West African Colonies, especially Nigeria, is one of the matters to which attention was given before the war, states the Comptroller of Customs, Lagos, in his "Report on the Development of Trade Relations between Canada and Nigeria."

It was recognised at that time that Liverpool merchants connected with West Africa did a substantial transit trade in goods from America required for Nigeria, but that that trade would in time pass direct from New York, and that there were great advantages to be gained by attracting to these markets Canadian manufacturers.

It appeared that Nigeria with its special capacity for production of raw materials, its favourable geographical position, and its growing population, numbering already over sixteen millions provided with facilities for rapid handling of shipping and an adequate transport system could supply advantageously, in exchange for manufactured goods, tropical raw produce, in rapidly expanding volume, to meet the needs of the United Kingdom and Canada.

Regular steamship communication between the chief Nigerian ports and Canada is essential to the expeditious growth of Canadian trade with Nigerian markets, but it is equally important that the rates between these ports and some such centre as Toronto or Montreal should approximate those for carrying between these ports and the ports of the United Kingdom, as this would no doubt lead to the establishment of branches in Canada by British merchants now engaged in the West African trade, an increased supply of Canadian manufactures, and the establishment of Canadian firms in West Africa. It would popularise the service to fix special rates for Lagos, where so large a proportion of the trade is centred and shipping facilities are provided. In view of the fact that the Canadian Government operates the railway from Halifax to Montreal, this adjustment of rates should be possible.

Life Assurance in Canada

Sketch of its Rise and Progress from Small Beginnings to Present Large Dimensions.

By T. B. MACAULAY.

Anything in the nature of a detailed history of the development of life assurance in the Dominion would of course be entirely out of place at a gathering such as this. I have pleasure however in complying with the request to give a brief sketch of the rise and progress of the business from its small beginnings to its present dimensions.

Prior to 1847, life assurance was almost unknown in the provinces of British America. The population was small and scattered, and the policies in existence were almost entirely in British Companies, chiefly the National Loan Fund. In that year, however, the first Canadian life office was founded, the Canada Life Assurance Company. At about the same time a branch also was established of the Colonial Life of Edinburgh, which had been established to operate in the British Colonies in association with the Standard Life, with which its business was afterwards amalgamated. These two companies, one Canadian, one Scotch, had the field almost to themselves, but the volume of their transactions was very small. Gradually, however, new British competitors appeared, and in 1866 several American companies also established themselves in the Dominion. The business of all combined was however but small when measured by our present standards. When in 1867 the Canadian provinces were federated and became the Dominion of Canada, the total of the assurances in force was probably in the neighborhood of \$15,000,000, about one-fourth of the amount being in the Canada Life, the remainder in British and American companies.

Founding of Canada Life.

The circumstances which led to the founding of the Canada Life are of interest. Mr. Hugh C. Baker, of Hamilton, Ont., a gentleman of considerable banking experience, desired to assure his life, and for that purpose applied to one of the British Offices. Being a rather sub-standard life, there was a little hesitancy, and he was requested to go all the way to New York for examination, no small undertaking in those days, when railways were unknown and the only means of transportation were stage coach and saddle. Mr. Baker was a thoughtful, studious man, and he decided to found a local company in his own town. He succeeded in interesting a number of others, and thus in 1847 the Canada Life Assurance Company, the pioneer office of the Dominion, came into being. I may perhaps be pardoned for interjecting that my honoured father joined the staff of the Canada Life as its Accountant when it was eight years old, in 1855. I have often heard him speak of Mr. Baker, and always in terms of admiration, and even of affection. He had a profound regard

for Mr. Baker's character, ability and devotion to the interests of his company.

Those were the days when such men as he had to grope in the dark to a large extent when faced with actuarial and investment problems. Elaborate tables of policy values, with the multitude of other helps which we now have, did not exist. Mr. Baker had to do much of his own calculating, using chiefly, if I remember aright, the Carlisle six per cent tables for valuations. I have heard my father describe his voluminous calculations in connection with premiums, reserves and bond values. Such work was congenial to him, and the Canada Life was indeed fortunate in having such a man as guide in its early years. In those days the public knew almost nothing of the principles of life assurance, and were indifferent to its advantages. In many cases there was even keen opposition on the ground that it was an interference with the workings of Divine Providence. The company had great difficulties to contend with, but Mr. Baker builded even better than he knew, and the Canada Life as it stands to-day is the monument to his enterprise and wisdom. Those who were associated with him honoured and cherished his memory, and so should Canadians of a later generation.

Other Companies Organized.

It was nearly a quarter of a century before any other Canadian company entered the field. The federation of the provinces however stimulated greatly the national consciousness and enterprise. In the late sixties several companies were incorporated, and shortly afterwards began business, the Ontario Mutual, now the Mutual Life of Canada, in 1870, the Sun Life and the Confederation in 1871. On the other hand, some of the American companies withdrew as the result of the passage of legislation requiring the deposit of securities for the benefit of Canadian policyholders, among them the Mutual of New York and the Connecticut Mutual. The Mutual Life protested that it was impossible for it to comply with any legislation of that character. It claimed that as a mutual company it was prohibited from giving any section of its policyholders a special lien on any portion of its assets. When we remember the dominating position occupied by the Mutual of New York in the life assurance world of those days, it will be realized that its withdrawal was felt to be a loss to the insuring public of the Dominion. Incidentally the Sun Life of Canada to a large extent owes its origin to this action by the Mutual. Mr. M. H. Gault, M.E., chief representative of the Mutual in Eastern Canada, was one of the most wealthy and influen-

NEW C.G.M.M. TRADE ROUTE.

The establishment of a new trade route between Atlantic ports—St. John in the winter, and Montreal in the summer season—and Australasian ports, has been announced by Mr. R. B. Teakle, general manager of the Canadian Government Merchant Marine. The Atlantic service, like the Pacific one, will be monthly, and the first departure from St. John will take place about the end of January, when the Canadian Planter will leave for Sydney and Brisbane, Australia, and Auckland and Wellington, New Zealand.

Government's Policy Towards Unemployment

Federal Government Will Contribute
One-Third of Amount Disbursed
in Providing Relief Works.

The gist of the announcement made by the Dominion Government last week, as to the policy to be adopted towards unemployment, is that the situation should be met to the utmost possible extent by providing work instead of relief, but should emergency relief measures become necessary by reason of utterly unavoidable shortage, the Federal Government will be willing to co-operate on the following basis: "The organization for determining where relief must go and for distributing the same shall be provided by the municipal authorities and in each case before relief is given and as relief is continued a certificate must be obtained from the Government employment office, showing that the applicant cannot be given employment. The general system and details and the safeguards adopted, must be approved by or on behalf of the Federal Government."

"If this is done, the Federal Government is willing to contribute in places where relief on any substantial scale appears to be necessary, one-third of the amount actually disbursed on this relief, provided the other two-thirds is either paid by the municipality or paid by the municipality and the province jointly."

The announcement of the Government policy is embodied in a letter addressed by Senator Robertson, Federal Minister of Labor, to Hon. Walter Rollo, Minister of Labor for Ontario. A copy of the letter was today handed to G. G. MacNeil, Dominion secretary-treasurer of the G. W. V. A., as indicating "the Federal Government's attitude toward and policy in connection with unemployment."

tial citizens of Montreal. He endeavored to dissuade his company from withdrawing, but without avail. He offered to personally put up the deposit required by the government, but even this proposal was not accepted, and the company withdrew.

(To Be Continued.)