

Meetings.

SUN LIFE ASSURANCE CO. OF CANADA.

The annual meeting of this company was held at their head office, in Montreal, on March 3. In the absence of the president, through illness, the vice-president, Hon. A. W. Ogilvie, occupied the chair. The following report was submitted:

REPORT.

The proposals for new assurance numbered 23,565 for \$15,019,445.68. The policies written were 21,427 for \$13,145,988.51; while those paid for numbered 16,752 for \$10,680,957.92. The assurances actually put in force were thus in excess of those of the preceding twelve months by 1,616 for \$119,688.19, and were larger both in number and amount than for any previous year in the company's history. The total assurances in force at the close of the year were 46,853, for \$49,693,405.65, being an increase of 7,695 policies, for \$4,709,668.86, over the corresponding figures of 1897.

The net premium income was \$1,993,813.12, as against \$1,851,422.41 in 1897. Of the first-named amount \$503,156.82 consisted of premiums on new policies—a proportion so large as to be noteworthy. The total income was \$2,327,913.60.

The claims by death which arose during the year were under 440 policies, on 410 lives, assuring \$457,928.19. This is an increase of but \$34,432, and is well within the predictions of the mortality tables. In addition, 75 endowment assurances for \$88,630.28 matured by survival.

The assets are now \$8,231,911.81, having been increased \$909,540.37, during the year.

The surplus over all liabilities to policyholders, according to the company's standard of valuation (the Hm. Table, with 4 per cent. interest), is \$359,398.26. The following figures show the company's position, according to the various standards usually employed:

Hm. Table, with 4 p. c. interest \$359,398 26
American Table, with 4 per cent. interest 555,439 40
Dominion Government standard (Hm. with 4½ per cent. interest) 734,038 06

Application has been made to Parliament for an extension of the company's powers in the matter of investments, corresponding to those already enjoyed by most British and American offices, it being believed by the directors that the time has come when, in the interest of policyholders, some of the legislative restrictions on the investments of Canadian life companies should be removed.

Branch office buildings have been completed during the year at Ottawa and Hamilton, and one has recently been begun at Sherbrooke. It is the policy of the directors to gradually erect a number of such small but choice edifices, at the leading centres of the company's business, where rent would otherwise be paid. They believe that this course is preferable to that of having but one or two mammoth structures in the larger cities.

STATEMENTS OF ACCOUNTS FOR 1898.

Receipts.

Premiums less reassurances..\$1,895,346 49
Annuities 98,466 63

Interest and rents \$1,993,813 12
334,100 48

Total income \$2,327,913 60

Disbursements.

Death claims and matured endowments, including bonuses \$ 566,843 63
Annuity payments 19,884 44
Cash profits paid policyholders, bonuses surrendered, surrender values, and accident claims 158,920 92

\$ 745,648 99

Dividends on capital\$ 15,750 00
All other expenditure 638,341 32

Total disbursements.....\$1,399,740 31
Surplus over disbursements.. 928,173 29

Assets.

Debentures, market value...\$2,083,862 06
First mortgages on real estate 3,952,009 51
Real estate, including company's buildings 770,460 80
Ground rents 38,640 00
Loans on company's policies (reserve on same over \$1,150,000) 674,347 40
Cash in banks and on hand.. 175,602 22
Outstanding and deferred premiums, net 362,508 79
Interest and rents accrued... 173,200 63
Other assets 1,220 40

Net assets.....\$8,231,911 81

(Including uncalled capital the total assets are \$8,826,911 81).

Liabilities.

Reserve on policies\$7,745,347 62
Death claims and matured endowments (awaiting discharge) 79,711 87
Sundry liabilities 47,454 06

Total liabilities\$7,872,513 55
Cash surplus to policyholders by Hm. 4 p. c. standard 359,398 26
\$8,231,911 81

Capital paid up\$ 105,000 00
Net surplus over all liabilities and capital stock 254,398 26
The net surplus according to the Government standard is 629,038 06
The surplus to policyholders, including uncalled capital, according to Government standard is 1,329,038 06

The chairman, in moving the adoption of the report, pointed out that the increase in the income from premiums, interest and rents amounted to nearly \$180,000; that the growth in assets exceeded \$900,000, and in assurances in force \$4,700,000, the total now assured by the company being almost exactly \$50,000,000. The company's assets had been examined most thoroughly by a committee of the Board and found to be exactly as set forth in the report.

Mr. S. H. Ewing seconded the motion and drew attention to the gratifying fact that after paying out nearly \$60,000 in cash profits to the policyholders, there still remains a surplus of \$629,000 over all liabilities and capital stock according to the Dominion Government standard.

Mr. James Tasker referred to the fact that a large contingency fund has been accumulated by the manner in which the company writes down its investments. He was sure that stockholders and policyholders would agree that this was decidedly the wisest course, even though the interest rate might appear to suffer for a time.

Mr. J. R. Dougall, as the newest member of the board, had been struck with the evidence he found of the rapid growth of the company. After discussing at some length the different methods of governing life companies, he concluded by asserting that the Sun Life of Canada is essentially a policyholders' company.

Mr. T. B. Macauley said it was unnecessary to add anything further about the prosperity and progressiveness of the company, but he would like to refer to the following four points which confirm the remark just made by Mr. Dougall, as to the company being a policyholders' company: 1. That, although the policies allowed the usual sixty days for the payment of death claims, this company always pays as soon as the necessary proofs are complete. 2. This company was the first in Canada to introduce the unconditional policy. 3. This was, also, the first

company in America to introduce the special automatic non-forfeiture feature, which has already proved such a boon to policyholders. 4. When the company started, 20 per cent. of the profit earned by the participating policies and all of that earned by the non-participating went to the shareholders. Now, 95 per cent. of the profit earned by both participating and non-participating policies, goes to the policyholders and only 5 per cent. to the shareholders.

After remarks by Mr. J. C. Tory and Mr. S. W. Baber (the company's representative in Barbadoes, W. I.) Mr. Chas. Alexander moved, and Mr. David McFarlane seconded, a vote of thanks to the directors, officers and agency staff for their work during the year, which was replied to by Hon. A. W. Ogilvie.

The retiring directors were unanimously re-elected.

COTTONS AND WOOLENS.

The improvement in the cotton goods market is very marked, and where a few months since there was dulness and depression there is now an active business, with steadily hardening values. The greatest activity and advance in values thus far has been in the unfinished gray goods, used largely by converters, who have been eagerly purchasing the goods during the past few months, although last fall it was almost impossible to get them interested. The first trend towards the present activity was undoubtedly induced by the action of the Fall River print-cloth mills in bringing their business under a controllable head, as far as the sale of the goods were concerned, instead of each mill struggling for the business on its own account to the depression of prices.

Before this semicomination was formed converters were so strongly impressed with the idea that there was an unlimited stock of print cloths piled up that efforts of manufacturers in curtailing production and attempting to improve the market did not appear to affect them in the least. They would keep out of the market during the curtailment and drag along in their purchases the same as before. When the stocks were pooled and sold, through a committee appointed for that purpose, it was found that the available supply was much less than was expected, and buyers began to show more anxiety for supplies to carry them through the spring trade. The demand for the higher grades of gray goods also increased, and the result has been a very active market for all converters' goods, with prices largely advanced.

Many of the mills have their season's output pretty well under orders, and for further business they mark up prices still more. In the meanwhile, the finished products, in the way of printed fabrics and goods of that character, have been increased in cost largely, while as yet printers have been able to secure only a small part of the increased cost that they have been forced to pay for the gray goods. The sale of prints for spring has been very large, for it is human nature to buy on an advancing market, and it was readily seen that the advance in the price of gray goods must be reflected in the finished product. It would look as though the limit of advance on gray goods had been reached, as in many instances printers refuse to pay the further advance asked for goods that cannot be delivered to them before the end of the season, they preferring to withdraw the further sale of their goods instead.

The woolen goods situation is hardly as hopeful, although prospects indicate an improvement. The advance in the tariff, which went into effect nearly two years ago, found this country loaded with woolen goods and wool, which were imported ahead under the lower duties formerly in vogue. The fall of 1897 saw a boom in the raw material and heavy ordering of goods at advanced prices. The war with