



Early Struggles

THERE is still in existence in the vaults of the Company a venerable volume which is a combination of a cash book and a record of minutes.

The story is told, that, not having a blank book available in which to record the minutes, a deputation was sent to the office of a neighboring storekeeper for suitable stationery. He obliged the directors with a half-used cash book—the portion already filled was stitched up and in the unused part were recorded the minutes of the first meetings of the directors of The Ontario Mutual.

During the initial year 1870 an aggressive campaign was carried on with the object of dispelling the clouds of ignorance and prejudice which hung over the population as far as life insurance was concerned. This was carried on during the first year of the Company's activities. In order to qualify under the charter, five hundred policies had to be issued. These had now been secured, thanks to the bonhomie of Mr. Springer, and the war was on—war against ignorance of life insurance on the one hand and prejudice against the mutual system on the other. By faith mountains were moved, however, and at the first policyholders annual meeting in February, 1871, substantial progress had been made. The business at the close of the year 1870 amounted to \$521,650