

SOLICITING USE AND OCCUPANCY.

(By C. M. Cartwright, in Rough Notes).

A number of local agents these days seem to wonder why more of their use and occupancy offerings do not stick. This line of insurance has been stimulated on account of war conditions. Before the beginning of the European war, use and occupancy insurance was pretty largely a name with most companies. A few had done some work on it and endeavoured to stimulate that business among their agents. However, it was pretty nearly a lost art. The enormous profits that began to be made because of war conditions created a demand for this class of insurance. As business enterprises desired to protect their earnings companies saw in use and occupancy a great business builder and premium feeder. Special agents were instructed to beat the brush,

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THE BRITISH CROWN ASSURANCE CO., LIMITED, OF GLASGOW, SCOTLAND, AND THE EAGLE STAR AND BRITISH DOMINIONS CO., OF LONDON, ENGLAND.

Under an agreement made on the 29th day of May, 1918, between these British Companies, the latter (established one hundred and eleven years ago, in the city of London, England), acquire the business connections of the former.

The agreement for amalgamation was approved and sanctioned by the High Court of Justice in England on the 12th of July, 1918, and a Special Resolution for the merger was passed by the British Crown shareholders on the 22nd of July, and will be formally confirmed by them on the 9th of August, 1918.

Automatically with the voluntary liquidation of the "British Crown" Assurance Corporation, Limited, as at present constituted, a new Company with the same name, will be registered at Glasgow, Scotland, with a capital fully paid of \$125,000. This new "British Crown" Company will carry the guarantee of the Eagle Star and British Dominions Company, and will in addition have transferred to its credit the deposits, amounting approximately to \$246,000 now held by the Dominion Government of Canada for the present "British Crown", and will operate under a Dominion license in Canada.

The Head Office for Canada of both the Eagle Star and British Dominions Office (better known as the "British Dominions"), and the "British Crown" will be in Toronto under the management of Mr. J. H. Riddell, assisted by Mr. E. G. Johnson. The Home Office Board is one of the strongest in London. Sir Edward M. Mountain is the Managing Director and Mr. D. W. MacLennan, General Manager of the British Crown, joins the Board of the "British Dominions".

The "British Dominions" Company's accounts for 1917 show assets in excess of sixty-five million dollars and an income in excess of fifteen million dollars. The last declared dividend (15% free of income tax) was paid entirely out of interest on the accumulated funds. The present market quotations are $3\frac{1}{2}$ times the nominal value of the shares, which are difficult to obtain. The

managers for U. S. A. are Messrs. Fred. S. James & Company, New York.

THE BRITISH CROWN HAIL UNDERWRITERS COMPANY, LIMITED,

Is licensed under the Provincial Government of Saskatchewan to carry on Hail insurance and the license will be extended to other classes of business. It is a subsidiary Company of the British Crown Assurance Corporation, Limited, of Glasgow, Scotland, and transacts Hail business in that Province and in the Province of Alberta, and likewise now carries the guarantee of the Eagle Star and British Dominions Company. In addition, it maintains the necessary deposits required by the Provincial Government. The "British Crown" has had a very successful career in Hail business in the past, and with prompt and liberal claim settlements to its credit, amounting to \$879,668, holds an excellent record in the field of Hail insurance. Mr. W. A. Smart is manager, with office at Regina, Saskatchewan.

AUTOMOBILE, EMPLOYERS' LIABILITY & GUARANTEE INSURANCE IN CANADA, 1917.

The steady advance in size and importance in Canada of Employers' Liability, Automobile and Miscellaneous Underwriting was continued in 1917. In recent years all this business has made great headway.

Automobile Insurance.

The premiums received for automobile insurance (excluding fire risk) in 1917 were \$829,438 with losses incurred \$299,376, a ratio of 36.04 per cent. compared with premiums for 1917 amounting to \$567,559, with losses incurred amounting to \$174,679, figuring a ratio of 30.78 per cent. to premiums.

Automobile Insurance (Including Fire Risk).

The premiums received for automobile insurance (including fire risk) amounted to \$593,433 for 1917, losses incurred amounted to \$265,806, figuring a ratio of 44.79 per cent. to premiums, compared with premiums for 1916 amounting to \$341,944; and losses incurred \$141,438, a ratio to premiums figuring 41.36 per cent.

Employers' Liability Insurance.

The rapid growth of this branch of casualty underwriting is indicated by the substantial increase in premiums for 1917, notwithstanding the new problems constantly being presented to underwriters. Last year the premiums reached \$2,447,168, an advance of \$516,970, upon the 1916 record of \$1,930,198. The losses incurred for 1917 amounted to \$1,471,475, a loss ratio of 60.13 per cent. compared with a loss ratio of 59.32 per cent. in 1916.

The companies doing guarantee insurance report an aggregate of loss considerably less than in the previous year. The 1917 loss was \$261,118, a ratio to premiums of 31.62 per cent. against \$319,983 in 1916, a ratio of 40.05 per cent. Premiums are up to \$825,621 against \$799,010 in 1916.