

secured in the short time during which the Company has been represented. I know personally some of the representatives of "The Imperial," and can unequivocally say that they are men highly respected in their communities, and who will do their utmost to preserve the substantial record which "The Imperial" has already attained. Their duties are arduous, but their hands will be materially strengthened by the Head Office management. The success of a life insurance company depends, in no small manner, upon its representatives, inasmuch as they reflect very largely the policy of the Head Office throughout the whole country. It is encouraging to know that wherever "The Imperial Life" has established itself it has been well received, and it may be considered to-day as one of our most progressive and substantial Canadian life insurance companies.

In seconding the motion, the Hon. George A. Cox said: It affords me pleasure to second the resolution moved by Sir Mackenzie Bowell. In entering upon its career the Company was fortunate in placing its capital stock at a substantial premium, and without expense, in the hands of a wealthy and influential people throughout the Dominion; it is fortunate in having its Directorate composed of gentlemen who command the confidence and respect of their fellow-citizens; fortunate in having capable management at the Head Office. All these things are essential to the success of a Life Assurance company, but no company can succeed without an intelligent, honest, energetic staff of agents constantly explaining the advantages and enforcing the claims of the Company. That the Company has already secured a number of first-class representatives is witnessed by the success that has thus far attended their efforts. The field men should not only have the cordial thanks of the Shareholders and Directors, but should have every possible encouragement and assistance from the Head Office staff. I am sure they may always rely upon this to the fullest extent. In this connection I may refer to the advantage it will be to the field staff as well as to the Company in all other respects to have secured the services as Actuary of Mr. Thomas Bradshaw, so well qualified in every respect for that position, and who has the honor to attach to his name the degree of F. I. A., i.e., Fellow of the Institute of Actuaries of Great Britain. I think there are only two or three gentlemen in Canada who have attained that distinguished honor by examination.

Messrs. C. C. Baines and E. E. Wood, having been appointed Scrutineers, reported the following gentlemen elected as Directors for the ensuing year:

Hon. Sir O. Mowat, Joseph W. Flavelle, Hon. Sir Mackenzie Bowell, Hon. J. D. Edgar, Hon. William Hart, Hon. S. C. Wood, J. J. Kenny, J. H. Plummer, A. E. Ames, Hugh N. Baird, F. R. Eccles, M.D., A. E. Kemp, William Mackenzie, W. V. Soper, F. G. Cox.

At a subsequent meeting of the Board Hon. Sir O. Mowat was re-elected President, and Messrs. J. W. Flavelle and A. E. Ames, First and Second Vice Presidents respectively.

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