

### BRITISH GENERAL INSURANCE CO., OF LONDON.

Messrs. Fox & Morris, Board of Trade Building, have been appointed chief agents for Montreal, of the British General of London, now about entering Canada, under the management of Mr. T. F. Dobbin. The firm of Fox, Morris is well-known, and renders most satisfactory service to the Companies represented by them, in addition to conserving the interests of their clients.

### NATIONAL LIFE ASSURANCE COMPANY.

The National Life is closing the most satisfactory year in its history, is the report given the *Chronicle* by Mr. A. J. Ralston, Managing Director of the company. He informed our representative that after making provision for a substantial amount for profits to policyholders, writing off \$10,000 Treasury Vault and Equipment, writing off balance of office furniture, etc., etc., the company expect to show a gain in net surplus of over \$100,000. Its total assets of approximately \$5,000,000 are composed almost entirely of gilt edge interest bearing securities well distributed. The National Life, during the present year has pursued a conservative policy in the matter of writing new business, at the same time reducing its lapse ratio. The total amount of business in force at end of present year is estimated at \$28,000,000, showing a gain in this item of approximately 65 per cent.

### BRITISH REINSURANCE COMPANIES.

The elimination of German competition for reinsurance business as a result of the war is to some extent responsible for the present activity in connection with the promotion of many new Reinsurance Companies in England. The *Post Magazine* says:—

Great, however, as has been the need for increased facilities for placing British re-insurance with British offices, the restrictions imposed by the Treasury during the war rendered it impossible to form any further companies for this purpose. It has not been until the present year, therefore, that any new British reinsurance companies have come into being, and the following is a fairly comprehensive list of public companies which have been formed since May, 1919, either to undertake reinsurance only or having reinsurance as one of their principal objects:—

	Capital Paid up.
General Reinsurance.....	£125,000
Tariff Reinsurances.....	£125,000
Reinsurance Corporation.....	£150,000
World Auxiliary.....	£300,000
First National.....	£ 62,500
Victory.....	£250,000
Total Paid up Capital.....	£1,012,500

It will be seen that even with the addition of these new companies the amount of British capital invested at the present day in reinsurance companies is still considerably short of the amount of German capital so invested six years ago."

According to *La Reassurance* 37 German Reinsurance Cos. were operating in 1913 with a paidup capital of £1,770,711 and a nett premium income for that year of £15,222,962. The total reserves of these companies amounted to £22,548,962.

Bearing in mind the fact that London is recognized as the Fire Insurance clearing house of the world, and that, thanks to the valour of our Navy and Army, this country was never more in the ascendant than at the present time, it would seem that there is a real necessity and ample scope for many more Reinsurance Companies in this country in order to make Great Britain the reinsurance market of the world.

One point which promoters of these Companies appear to have overlooked hitherto is that, in order to command the confidence of the large Tariff offices to whom the new reinsurance companies have to look for their business, it is necessary to have a large subscribed capital, so that in their earlier years, before funds can have accumulated, the ceding office may be assured that the Reinsurance company has sufficient resources to enable it to meet its liabilities. Other things being equal, British Insurance Managers will only be too pleased to give practical assistance in supporting British reinsurance companies, but the latter must be large and capable of carrying a good line.

The chief factor in the success of any new reinsurance company is unquestionably its management. All depends upon the ability of its underwriters to select risks wisely and their willingness to refuse undesirable business. Quality should never be sacrificed to premium income. It is also, of course, important for a new company to have some personal link with the Tariff Offices if possible, for in reinsurance, as in every other kind of business, the personal touch goes a long way. Any new company, therefore, which has on its Board of Directors gentlemen who are connected in any way with the managers of the Tariff Offices—who themselves are personally responsible for the ceding of reinsurances to other companies—starts its career with an extremely valuable asset.

Values of commodities are now so much enhanced, and the prestige of Great Britain in the world is so high, that a much larger British reinsurance market is needed now than before the War, and any sufficiently large and properly managed companies which may now come into existence can be assured of success from the outset.