

POLICY LOANS IN GREAT BRITAIN.

That there has been no exceptional increase in policy loans in Great Britain during the war period is shown in some interesting figures recently given by Sir David Paulin, general manager of the Scottish Life, in an address delivered before the Insurance Institute of London. Policy loans for the whole of the British life companies were given by Sir David as follows:—At close of books in year 1913, £28,140,000; at first balance after outbreak of war, £29,440,000; at close of books in year 1916, £28,430,000. One company, which seems to encourage this class of transaction, shows the large increase of £867,000 between 1913 and 1916 in Policy Loans. But for this abnormal item there would have been a considerable decrease in the amount of these loans. Various explanations of this may be given, observed the speaker. There may be this practical cause—that speculation on the Stock Exchange is at a minimum, and that people are no longer raising money on their policies to enable them to speculate. The explanation may lie in the higher income earned having more than offset the increased cost of living, or it is possible that the appalling lists of casualties may have made many realise in a way they had not done before the possibilities of an early death for themselves, and with that realisation may have come a wish to leave unimpaired for their dependents the full sum assured under policies taken for their protection.

THE HALIFAX BLIND.

Sir Frederick Fraser, superintendent of the Halifax School for the Blind, is making an appeal to Canadians to increase a Blind Endowment Fund to \$500,000, in order that the necessities of over 200 men, women and children who lost their sight in the recent disaster may be adequately met. The Massachusetts State Relief Committee has donated \$25,000, and it is only necessary that the need should be known among Canadians for it to be met. Contributions, small and large, may be sent to Sir Frederick Fraser, School for the Blind, Halifax.

CANADA LIFE'S FIELD CLUB RESULTS.

Mr. A. H. Westhaver, of Saskatoon, is the new president of the Canada Life's \$200,000 Club. He wrote in 1917 the largest amount of paid-for personal business ever written by any Canada Life field man. The vice-presidents are Messrs. C. Mead, Saskatoon (West); C. A. C. Bruce, Newfoundland (East); N. H. Bastedo, Toronto (Central Canada); M. H. Zacharias (United States). Mr. M. Braverman, of Cleveland, Ohio, is president, for 1918, of the \$100,000 Club, and Mr. B. W. K. Edmonds, of Saskatoon, vice-president. Members of the \$200,000 Club have just spent a short holiday at Belle Air Heights, Florida.

THE LIFE AGENTS' SURVEY.

The suggestion is made that every life agent should make a survey of the district, where he lives—whether it be in country, small town or city. Having found out what is going on, his course is to direct his energies upon those classes of the community which are at the moment most prosperous.

President Elbridge G. Snow, of the Home of New York, was recently felicitated upon his 77th birthday.

THE PROVINCIAL LIFE ASSURANCE COMPANY

HEAD OFFICE - - MONTREAL

EIGHTH ANNUAL REPORT

For year ending December 31st, 1917

Ledger Assets.....	\$ 211,939.81
Premium notes and premiums in course of collection or deferred	39,324.91
Total Assets including uncalled capital ..	487,269.99
Net reinsurance Reserve	248,157.66
Cash received for premiums	148,004.60
Interest and all other income	13,804.97
Total Cash Income	161,809.57
Paid to policyholders during the year ..	36,574.10
Total Expenditure for 1917	104,246.50
New Policies issued during the year ..	1,571,000.00
Policies in force at end of the year	4,501,053.00
Increase for the year	933,246.00

POINTS OF INTEREST

1. The actual cash receipts for insurance premiums for the year 1917 by way of comparison with the year 1916 show an increase of 35.8%.
2. The cash interest income shows an increase of 34.5%.
3. The assets show an increase of 29.9%.
4. The surplus income over expenditure shows an increase of 50.8%.
5. The reinsurance reserves have increased by 28.4%.
6. The total insurance in force shows an increase of 26.2%.
7. The mortality experienced was only 50.9% of the expectation.

JEAN TACHE,
Managing Director.