PERSONAL PARAGRAPHS

Mr. F. W. Broughall, general manager of the Sterling Bank, has retired and will go to England to represent important Canadian interests there. His successor is Mr. A. H. Walker, who has been chief inspector of the Bank for four years.

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Following the appointment of Mr. G. B. Gerrard as Montreal manager of the Bank of British North America, Mr. A. G. Fry, manager at Winnipeg, has been appointed the Bank's first agent at San Francisco. Mr. G. A. C. Weir, manager at Regina, succeeds to the Winnipeg management, being followed at Regina by Mr. C. A. B. Kirk, formerly of Fredericton, N.B.

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Mr. John Emo, of Montreal, general manager and secretary, Canadian Railway Accident Insurance Company, has been elected a member of the executive committee, International Association of Casualty and Surety Underwriters. The work performed by Mr. Emo, as chairman of the entertainment committee at the recent Quebec convention was much appreciated. "The authorities both of the province and of the city," observes one New York writer, "have extended extraordinary courtesies to the association for the convention, and Mr. Johns Emo appeared to be able to induce the whole Government to turn itself inside out if desired to entertain the delegates."

INSURANCE NOTES & NEWS

A Montreal paper informed fire underwriters at their breakfast tables one morning this week, that there was an eight million dollar loss at London, Ont. But underwriters kept calm. It was merely a case of too many ciphers.

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The report of Fire Chief Tremblay, of Montreal, for the first six months of the present year, shows that there were 1,564 calls during the period against 1,417 in the same period of 1912. Number of fires, 926 against 766; number of deaths, nine against seven.

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The annual convention of the Life Underwriters' Association of Canada is fixed to take place at Ottawa on August 19, 20 and 21. Among the principal names on a crowded programme are Right Hon. Sir Wilfrid Laurier, G.C.M.G., Hon. Mr. Justice D. B. MacTavish, Ottawa, Hon. James V. Barry, assistant secretary Metropolitan Life Insurance Company, and Mr. Neil D. Sills, president of the National Association of Life Underwriters.

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On the first day of the convention twenty-five field men will deal with problems of soliciting. Prizes are to be awarded for the best essays on certain life insurance topics.

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The Ottawa Association are actively engaged on preparations for the reception and entertainment of this gathering of insurance representatives. Special transportation arrangements have been made for this visit to Ottawa. Mr. F. T. Stanford, Toronto, secretary of the association, will supply any desired information relative to the convention.

The Dominion-Gresham Guarantee and Casualty Company has been elected a member of the International Association of Casualty and Surety Underwriters.

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The Alberta-Saskatchewan Life Insurance Company of Edmonton will shortly begin business. J. S. Wallace, formerly with the Canada Life and Imperial Life, is general manager.

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Our American neighbours are congratulating themselves on the fact that the Fourth of July fire and casualty record was a low one. The safe and sane movement is gaining a secure foothold—thanks largely to insurance men.

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How many people are aware of the fact that life companies go to considerable trouble to locate policyholders in order to pay them the amount due under policies that have long since lapsed but still have a paid-up value. Many of the companies circulate lists of such policyholders among their agents with instructions to make an effort to locate the missing men. Some companies even advertise for policyholders who have thus dropped out of sight. Every now and again one is thus located.

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A recent instance is one who took out his policy so far back as in 1865, lapsed it, and finally, when it was burned in 1871, dismissed the matter from his memory as he believed the policy to be valueless. He is now 78 years of age, and in circumstances that made the unexpected payment of the money to which he was entitled most acceptable.

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It is certainly pertinent, observes the Boston *Standard*, in commenting upon this incident, to ask what, if any, other line of business is conducted on so high an ethical plane. And the fact that the life insurance business is thus generally so conducted is surely deserving of being made known and generally recognized.

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The location of this one man, remarks the *Standard*, ought to prove a powerful lever for business to all the life agents in his locality and all the agents of the company in which he was insured. Just now, when everybody is clamoring for a square deal, why not let it be known that life insurance companies give their policyholders the squarest deal it is possible for them to secure.

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The public at large is now thoroughly convinced of the importance of life insurance, not only as a protection for the family, but as a safeguard against misfortunes in business, and also as a recompense for the loss of persons who are the guiding hands of important financial and manufacturing institutions.—*Spectator*, N.Y.

The point to be remembered is that the borrowing of Canada is finally determined by immigration, and when we had no immigration we were not, of course, borrowers. Now we are forced to build whether we like it or not, because of the increasing population, and because of the new areas in Canada being opened for settlement.—*Sir Edmund Walker.*