

demand for capital, and at the same time impelling the insurance companies to cover their losses by placing immense quantities of securities on the market, caused money to tighten and rise in value, and aided by other causes, these processes have continued till the world's financial fabric has felt the tension.

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Wm. Thomson & Co., of St. John, N.B., have added to their chain of offices by opening a branch under their own name in Winnipeg, and have appointed as manager P. W. Hayman, one of the brightest insurance men in Manitoba. This makes the fifth Thomson office in Canada, and it is expected that they will push on in the West as opportunity offers.

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Firemen are supposed to be vigilant people, but they are now and then lax. Here is what happened in a Saskatchewan town recently, according to the local paper: "After the Brimmer fire, last week, the hose reel was taken back and left in front of the fire hall for a day. Someone took pity on it, unreeling the hose and hung it up to dry. It was three days before someone took sufficient interest to take them down, couple them up and put them on the reel again. Had a fire broken out during those three days, it would have required an hour to get the hose into workable shape, and that would be sufficient time to ruin any place in the village."

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The annual meeting of the Western Union, which is a body composed of fire insurance managers, having jurisdiction over the business of their companies in the Middle-West, Western, and North-Western States, was held at the Frontenac Hotel in the Thousand Islands last week. An unusually large number of members were present, as great interest was displayed in the meeting, at which some very important questions were discussed. The following officers were elected: President, Geo. W. Law, of the Royal of Chicago; Vice-President, General R. B. Beath, of the United Firemen's of Philadelphia; Secretary, John Marshall, Jr., Chicago, of the Firemen's Fund. The next regular session will be held at Augusta, Ga., on April 8th, 1908.

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The National Convention of Insurance Commissioners met last week at Richmond, Virginia. President, General Geo. H. Adams, Insurance Commissioner of New Hampshire, read the annual address, which dealt very fully and in a most interesting manner with most of the present-day problems of the business. Numerous other addresses were made by Insurance Commissioners and prominent insurance men. One of the most interesting of these was a paper by Commissioner E. E. Rittenhouse of Colorado, on "Wild-cat" insurance companies. The following officers were elected for the ensuing year: President, R. E. Folk, Tennessee; Vice-President, B. A. Carroll, Iowa; Secretary, J. J. Brinkerhoff, Illinois. The meeting next year will be at Detroit.

LIFE INSURANCE NOTES.

Street cars are a very fruitful source of accidents. Getting on and off cars is perhaps the chief cause. Of these the greatest number are due to getting on and off cars in motion, while some are caused by the cars starting while passengers are either boarding or alighting from cars.

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"Suppose your newspaper printed the same items every day; how long would you buy it? The same thing in canvassing. If you want your story to be read by prospects, change the type," is one of the latest life insurance pointers.

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Mr. B. Hal Brown, general-manager for the Canada of the London and Lancashire Life Assurance Co., accompanied by Mr. W. A. E. Mackay, London, England, agency manager of the company, left recently for the West on a tour of inspection.

ANNUITY COMPANY OF CANADA.

Mr. G. J. Lovell, general-manager of the Annuity Company of Canada, is in Toronto this week, having returned from a trip to the Maritime Provinces, where he reports the completion of much good business.

Mr. Douglas S. Hooper, formerly district agent for the Metropolitan Life Company at Fredericton, N.B., has been appointed agent for the company for Fredericton and district.

Mr. C. T. DesBares who was with the Federal Life Company will have charge of the Annuity Company's business in Guysborough, N.S., and vicinity.

Mr. H. B. Willing, formerly Western manager of the London Life Company, will take charge of the Annuity Company's business at Whitby, Ont.

The Annuity Company will be represented in Ottawa by Major Woodside, the well-known Western journalist.

LOCAL COMPANIES.

The idea has a strong hold in many places that capital should be organized in certain localities for local purposes, say, of banking, or fire insurance, or life assurance. Many think this both right and necessary. It does not always work in insurance any more than in banking. Here is the experience of a southern gentleman, Col. J. T. Trezevant, who is opposed to the Robertson bill in Texas, which penalizes Eastern or Northern life companies. The Colonel speaks out in defence of the insurance companies. Personal experience has taught him how to select a life insurance policy. Let him tell the story—he is now replying to some remarks made by another colonel:—

He still speaks of our sending at this time vast sums of money to the East in order to "swell the coffers of our enemies." This sounded very well forty years ago, but just now seems misplaced. Forty years ago I was the same kind of a sucker that the colonel is now. Under the advice of amateur life insurance officials I resolved not to send my money to "the enemies," and, in an effort to provide for my family in case of death before I could acquire a considerable provision, I took a policy in the Carolina Life, as far removed as possible from the hated enemy in New England, with whom I had been engaged in active controversy for four years. The Carolina Life failed, but still my sentiment was strong for home companies, and I tried the Southern Life. It failed. Then I pinned my faith to the Alabama Gold Life of Mobile. It failed. Then yet again I tried the Piedmont and Arlington Life of Richmond. It failed. Then as a last resort for my beloved locality I tackled the Life Association of America, in St. Louis. It failed.

Then I waked up to the fact that sentiment and business do not always go hand-in-hand. You can apply your sentiment for home and business transactions to small corporations of an industrial character, but when it comes to making provision for your family after death, by a contract which may last twenty, thirty, forty or fifty years, good business judgment demands that you should at least have an opportunity to insure your life in the best company in the land, and then I took a policy in the Mutual Benefit, followed by others in the Home Life, of New York, New York Life, Equitable, Washington Life and others of like character, and for the last thirty years I have felt that my family would be absolutely provided for in case of my death.

A by-law to issue debentures to raise funds for the purchasing of Victoria Park has been passed at Souris, Man.

Vancouver has carried a by-law authorizing the expenditure of \$445,000 on sewers, roads, and school buildings improvements.

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