

ance Company of Liverpool, as superintendent, and actuary respectively, and Mr. Fitzgerald to the United Empire Life, a new Canadian company, as secretary and actuary."

We compliment them sincerely upon their selection and appointment, and wish them well. I am glad that the Royal intends to enter the Canadian field actively for life insurance. The British companies have not obtained the life business in Canada that they should have done; they have allowed local and American companies to all but monopolize one of the best fields, from a mortality standpoint, in the world, the London and Lancashire Life among the British offices leading, if not alone, in shewing enterprise and modernizing the plans of insurance so as to successfully meet competition. Our Company has not been bolstered up by huge investments here of funds accumulated elsewhere nor deterred by the spectre of cost ratio; but it has done its part to hold the fort, has made steady progress, has had many first-class men in its employ, and has trained some good men who have gone out to other companies to extend the field of their operations. We embrace the opportunity to give the last to go our best wishes for success, and to express our confidence in their determination to compete for and to transact business upon broad, sound lines. The Royal should do a good business, and it should materially assist the other British life companies in a field that already is valuable and fast attracting a population for the development of its vast resources, agricultural, mineral and wealth of timber areas. The peoples who come to our great country will find a healthful climate, free institutions and the protection which the laws of the greatest Empire of the world affords, a country where every man may own his own home and his own soul. To influence the peoples of this great country, to exercise the qualities of thrift is noble in itself, to husband the funds properly thus saved, and to faithfully account for them to those dependent thereon is most commendable, is worthy of and receives reward. In all these particulars our three friends and former fellow co-workers will be engaged, and will, we trust, give a good account of themselves.

Mr. W. G. Fitzgerald on his own behalf, as well as on behalf of Mr. Torrop, made a suitable reply.

Mr. A. R. Howell also made a pleasing reply and referred to the pleasant relations which had existed between himself and the Staff in the two offices.

Remarks were made by Mr. R. Wilson-Smith, Mr. David Burke, and Mr. Geo. Simpson.

Mr. Wilson-Smith said that he had known the managers of the London and Lancashire Life, Mr. B. Hal. Brown, the Royal Victoria, Dr. David Burke, and the Royal, Mr. Geo. Simpson since they entered the insurance field in Montreal some of them nearly 20 years ago, and he was glad to say that a close bond of friendship sprang into life on their first acquaintance which seemed to grow as the years rolled on, until to-day that bond was more firmly cemented than ever. He had closely watched the career of those gentlemen and the splendid progress that their respective offices had made under their guidance. He considered that the London and Lanca-

shire Life should feel flattered, that two members of the staff had been selected by the manager of the Royal to fill important positions in connection with the Life Branch of that Company, while a third, Mr. Fitzgerald, would become manager of a new company, the United Empire Life. Mr. Howell had received his first training in the office of the London and Lancashire Life, and subsequently went to the Royal Victoria.

He was glad to welcome the Royal Life Branch to Canada and felt sure that under the aggressive and progressive management of Mr. Simpson it would transact a successful business. He said he always took a fatherly interest in the well-being of the young men associated with the insurance business, and he was pleased to note the success of his young friends whom they had met to honour to-day.

Mr. Geo. Simpson in replying for the Royal Insurance Company said in substance, that he quite appreciated the great opportunities afforded by the Canadian Field for the energetic prosecution of life business, that the Royal in undertaking anything did not do it by halves. In the fire business he felt at home, and had as good an office staff and organization as any company on the Continent. They employed competent men. Enquiries could be made at their counter and answered by the head of any department without waiting for the return of the manager or deferring consideration for a couple of hours which was not the case with slow-going, old foggy companies. He prided himself upon their up-to-date practices, and the fact that only men of ability were employed. In life business, while his knowledge was not so extensive as in fire, he looked forward to a similar equipment. He had selected the superintendent and actuary from up-to-date offices. In his opinion energetic managers such as Mr. Hal. Brown and Mr. Burke would not be contented to have other than capable energetic men about them for any length of time. He consulted both gentlemen upon the proposed appointments of Mr. Torrop and Mr. Howell and was pleased with the spirit in which he was met. The services rendered had been appreciated, but neither wished to stand in the way of the promotion to what might prove a wider sphere of usefulness and larger remuneration. He was pleased to specially compliment Mr. Hal. Brown upon the happy idea of this lunch, and embraced the opportunity of expressing the friendly relationships existing between the Royal, the London and Lancashire Life and the Royal Victoria.

So far as life associations are concerned the Royal will always be on the conservative side, and will at all times be ready to give every consideration to the best methods of improving life insurance in the Dominion.

He also had to express his lively satisfaction at the presence of the esteemed friend of insurance men in Canada, Mr. R. Wilson-Smith, all the more that he had left other pressing and important engagements to wish God-speed to the active young men who were pressing forward to reach the top.

Mr. Burke, in proposing the health of the host, Mr. B. Hal Brown, stated that the good feeling that promoted his remarks had existed since their first