

We shall have a heavy debt, but what of that? We shall carry it with ease, for we are young and growing, and our shoulders are broad. Canada never was so strong or so prosperous as at this moment. The safest Government Bonds in the world are those of the United States and Canada, and I bracket them together as regards security. We pay five and a half per cent on ours, so if any of you want higher interest with equal security, subscribe for the next Canadian War Loan!

Not merely have we raised these large amounts of Government loans, but we have kept up the price of our bond issues, so that every person who bought a Canadian Victory Bond can to-day get for it on the spot more than it cost him. The brokerage and bond houses of the Dominion have been organized into a great committee, and whenever any bond is offered for sale it is at once resold to other purchasers. The demand for bonds has been stimulated until it now exceeds the supply, and the market price is above the cost price. Our Government can borrow this year on slightly better terms than it had to give last year. That speaks for itself for the value of the bonds and the credit and wealth of the country.

In addition to paying for the upkeep of our own troops, Canada has granted war credits to the Imperial Government of \$532,000,000, with which to purchase food stuffs, munitions, etc., in the Dominion. Our Banks have loaned the Imperial Government \$200,000,000 more. But despite the withdrawal for Government loans, the deposits in our banks are \$300,000,000 more than they were at the beginning of the war. The country never was so wealthy.

Prior to the war we lived too easy a life, and our municipalities and corporations borrowed freely in Britain. When the British markets were closed we turned to the United States. Of our provincial and municipal securities sold in 1916, 85 per cent went to the United States. Of similar securities sold in 1917, only 2½ per cent went to the United States.

Our expenditures for war purposes have now risen to about a billion dollars. A considerable amount of this has been raised from taxes. There has been a tremendous increase in the national revenue. But the way in which this extra money has been raised, and the kind of taxes which have been imposed, would, I am sure, not be interesting. You know all about that sort of thing in your own country. Perhaps I had better say the details would be interesting but not pleasant.

But more than men and money were required. There was a pressing need for munitions with which to meet the German hordes. Canada had never been a great manufacturing country. But again we surprised ourselves, for we have already supplied 60,000,000 shells, which I have no doubt have done good work. We have furnished munitions to the value of \$1,000,000,000, and will soon have furnished another \$200,000,000 worth.

We are helping in shipbuilding, too, for we expect to turn out this year about 500,000 tons of new shipping, about two-thirds of steel and one of wood. I understand that this will about equal one-fourth of the output of the British shipbuilding yards for the year 1917.

In aircraft too, we are trying to do our share. We are turning out about 350 aeroplanes per month. The total to date is about 2,500. Besides that we are manning them.

But it has not been all Men, Money and Munitions. Our people have responded gloriously to all appeals for the relief of suffering. For our Canadian Patriotic Fund, which looks after the wives, children and dependents of our men at the front, we have already given \$44,000,000. For every two dollars the Government has asked from the people it has generally been given three.

To the Red Cross the contributions have been \$12,000,000 in cash and \$15,000,000 in supplies. Of the cash contribution \$7,000,000 were spent by the British Red Cross, and the balance by the Canadian Red Cross. According to a newspaper item which I saw the other day, Canada leads all the nations of the world in Red Cross contributions per capita.

To the Belgian Relief Fund we have contributed over \$1,500,000 in cash, and an equal amount in supplies, while \$8,000,000 more went to French, Serbian and Polish Relief Funds, and numerous other charitable and patriotic associations.

For military work by the Y.M.C.A. the contributions have been \$4,500,000.

In addition to the donations from the public, the Dominion and Provincial Governments have given \$5,250,000 for charitable work through the Imperial Government. In all, the relief contributions from Canada amount to \$90,000,000, or over \$12 for every man, woman and child in the Dominion.

Our educational leaders have also organized the Khaki University for educating the men at the front, and fitting them for their return to civilian life, and our Government has undertaken its support. This idea has now been copied in Britain, France, and I believe even in Germany. It had birth in the brain of Dr. H. M. Tory, President of the University of Alberta, brother of Mr. John A. Tory, of Toronto, whom you all know. Dr. Tory has entire charge of the work on the other side.

To summarize what we have done in France. We have paid about one billion dollars for war expenditures, and have raised \$750,000,000 of this amount by Domestic loans. We are asked to raise another \$300,000,000 next month for further expenditures, and I feel sure we will offer \$500,000,000. We have given a credit of over \$500,000,000 to the Imperial Government for purchase of munitions and supplies, and our banks have given a further amount for the same purposes of \$200,000,000. We have supplied 60,000,000 shells, one billion dollars' worth of munitions, and will soon deliver \$200,000,000 worth more. We will, besides, this year add 500,000 tons of shipping, and are making 350 aeroplanes per month, having already completed 2,500, and in addition to all this we have contributed \$90,000,000 to relief work.

We are a practical people, and yet a sentimental strain runs through us. We have always a soft spot and especially for those who help us or do us a good turn. Did you ever hear of the Canadian soldier who hailed from one of our Scotch settlements. In the course of an attack Sandy was rushing forward, rifle and bayonet at the charge, when suddenly he was attacked viciously by one of his smallest enemies, who was also nearest at hand. He felt that he could not do justice to the enemy in the distance unless he first disposed of the enemy in his midst. So he paused, put his rifle in the hook of his elbow and made a vigorous home attack. He was successful. But just as he caught his tormentor, a German shell burst in front of him, in the very spot where he would have been had he not paused. Sandy held the little thing before him, and as he looked at it he said, "Weel, ma wee man, I canna give ye the iron cross, I canna give ye the Victoria Cross, but ye hae saved ma life. I must reward ye somehow. I'll just put ye back where ye belong." And back he went.

And now I have given you a brief summary of some of the things that have been done in Canada during the last four years. If at times I may have been carried away by my enthusiasm, and have spoken with less restraint than a Canadian should use when speaking of his own country, please forgive me. I have tried to tell nothing but plain unadorned facts, and as for enthusiasm, remember that without enthusiasm people can accomplish little. You have the right to be proud and enthusiastic over the great work which you are doing, so be lenient with us.

But in this great drama which has been played in Canada during the last four years, what part has been taken by the life companies and life men?

It is the business of life assurance to relieve distress caused by death. I have often referred to our profession as philanthropy reduced to a business basis. Never was life assurance so needed before. The claims resulting from the war which fell upon the united companies doing business in Canada, came to nearly \$12,500,000 to the close of 1917, and they are now probably at least \$15,000,000. No payments can ever make up for the noble men who have given their lives, but the distribution of this large amount must at least have softened the blow to their dependents. In 1915 the war claims amounted to 16 per cent of the total claims on the Canadian business of the united companies; in 1916 to 29 per cent, and in 1917 to 33 per cent of the total claims. Most, if not all, of the companies allowed their old policyholders to engage in military service without the payment of any extra premium, and a close estimate is that on only 29 per cent of the claims which fell in was any extra received; 71 per cent of these war claims being on policies which brought to the companies no compensating extra premium whatever.

While manufacturers, merchants and banks have enjoyed prosperity as a result of war activities, the life companies have had to sustain heavy losses, due to conditions such as were never contemplated by their mortality tables. But grandly have they stood the strain. The test has but demonstrated their strength, and they have come out of it in a way that none of us would have believed possible. In every instance the companies have sustained this extra mortality without any weakening of their position.

And the companies have done much more than merely pay death claims. It is no exaggeration to say that they have been of immense assistance to the

Government in floating the various war loans. The small premiums collected through the country from hundreds of thousands of policyholders, were combined into company subscriptions amounting to millions. The total subscriptions of the life companies to the various domestic government loans already exceed \$112,000,000. Omitting the banks, the subscriptions of no other class of corporation or section of the community have come anywhere near this large amount. To have been able to place such a sum of money at the disposal of the Government in its time of need, is an achievement of which every life man in Canada may be proud. And these subscriptions were worth more than the mere money they represented for they did much to give an immediate assurance of success to the issues, and at the same time stimulated others to subscribe. The life assurance companies were, in fact, looked on as leaders in these loan campaigns. And in regard to the loan which will be brought out next month, I feel quite sure that the companies will vie with each other as to which can subscribe most, and their leadership will be even more marked.

But what about our life men? As might have been expected, they have been in the thick of it all. In finance, while the Head Office officials have been straining to take as large subscriptions as possible, the Life Underwriters in the field have been among the most prominent and successful workers for the placing of the bonds with the general public. In military matters, the Montreal District is in charge of General E. W. Wilson, who, in private life, is the provincial manager of the Canada Life, while the Toronto district was, until his tragic and lamented death, in the performance of his duties, in charge of Colonel W. C. Macdonald, managing director of the Confederation Life. And over in France, the Commander-in-Chief of the Canadian armies, a man who has led Canadian troops from the very commencement of the war, is Sir Arthur Currie, the man who has never known defeat. General Currie is another insurance man and hails from Vancouver, B.C.

For years before the war broke out, many of us knew of Germany's ambitions to rule the world, and feared that the struggle was coming. The question had to be settled whether Anglo-Saxon ideals of freedom and democracy were to prevail or the world was to be Germanized and ruled by the Kaiser. When the future of humanity was at stake, we wanted to have some influence in the decision, and we were thankful that, as part of the British Empire, we were at war and privileged to take a man's part in this great world struggle, the greatest crisis that had come in the history of humanity for over a thousand years. There was no compulsion on us. The Germans expected us to stay out, and simply could not understand our going in. At first we were influenced by patriotic and humanitarian reasons which we felt in a general way. But our boys soon came in contact with German brutality in a concrete way and our feelings became vastly deeper and more intense.

For instance, Lieut. Holt, of Winnipeg, returned on leave of absence and brought with him as a souvenir a little doll. In one of those early days his regiment was forced back by the enemy through a Belgian village. He stopped at a small house to ask directions and a little girl of about seven years ran out and gave him her dolly. She said, "Please take my dolly to a safe place." To please her he took it. Next day our men retook the village and he at once went to the cottage to see how the child had fared. He found her—lying across the threshold dead—killed by a German bayonet. Lieut. Holt brought back that dolly to a safe place in Canada, but your boys and our boys are now fighting that the whole world may be made a safe place for little mothers like that.

King's Staff-Sergeant James W. Smith, who has returned with his right arm shattered and shortened and the hand little better than a deformed claw, who was foreman in the W. C. White boiler works of Montreal, and is now superintendent in a munition factory, told me personally that he had himself assisted at taking down some Canadian soldiers who had been crucified by the Germans nailing them to a barn door. Do you wonder that our Canadian boys were very demons in ferocity when next they attacked? I could go on with incidents, but it is not necessary to harrow your feelings.

My son-in-law, Mr. E. W. Owen, who is a member of your own Association, and who has been in France for a year with the American troops, writes that we can believe all that we hear about the Huns, for it is all true, and more. It is no selfish struggle in which we are engaged. Like you, we have nothing to

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