

## OFFICIAL ORGAN OF THE INSURANCE FEDERATION OF BRITISH COLUMBIA

**MR. FRED BURGESS BECOMES BRANCH MANAGER**

Mr. Fred A. Burgess, insurance manager for Waghorn, Gwynn & Co., will shortly open up a branch office for British Columbia of the Caledonian Insurance Co. of Edinburgh, Scotland, the oldest Scottish fire office.

Last autumn Mr. Hill Stewart, general manager of the Caledonian with headquarters at Edinburgh, and Mr. J. G. Borthwick, Canadian manager, with headquarters in Montreal, visited the province and looked over the insurance field. They were much impressed with the future of British Columbia and thought that its position and its future warranted the establishment of a branch office. Having decided on this step they selected the man who had handled the affairs of the company in the province so successfully and satisfactorily, Mr. Burgess.

With the Caledonian, the Caledonian American Insurance Company, a subsidiary of the Scottish Company, and guaranteed by the latter, will take out a Dominion license and be operated in the province from the Vancouver branch office. It is announced that Mr. Burgess will establish his office in the Northwest Trust Building, 509 Richards Street, Vancouver.

Mr. Burgess is one of the best known insurance men in the province, and by dint of hard work and through wide experience he has placed himself in an enviable position as an underwriter. For eleven years he has been in entire charge of the insurance business of Waghorn, Gwynn & Co. Previous to that time he has had experience in head office and inspection work, and in the latter connection has travelled from Quebec City to Prince Rupert.

The action of the Caledonian is in line with similar actions of a large number of the standard insurance companies who have established branches in Vancouver to handle their growing businesses and both the Caledonian and Mr. Burgess are to be congratulated on having concluded the above arrangements.

**POPULAR INSURANCE MAN JOINS TERMINAL AGENCY**

Mr. John L. Noble, secretary of the Vancouver Island Fire Underwriters' Association, has become associated with the Terminal Agency, Ltd., Vancouver, in an official capacity effective April 1st next. Mr. Noble is one of the most popular and best known insurance men in the province and a technical expert of large experience and reputation.

Mr. Noble's insurance career started with the British America and Western Assurance Company at head office. Subsequently he joined the Canadian Fire Underwriters' Association at Toronto as inspector for the Province of Ontario. From this position he was appointed to that of chief inspector of the Western Canada Fire Underwriters' Association at Winnipeg, and in February, 1913, he moved to Victoria as secretary of the Vancouver Island Fire Underwriters' Association. Mr. Noble is an honorary member of the Fire Underwriters' Association of the Pacific Coast, with headquarters at San Francisco, and also a member of the Pacific Northwest Special Agents' Association. He is also a prominent member of the Blue Goose and a member of the National Fire Protective Association, with headquarters at Boston, Mass., on two important committees of which he serves as a member. Mr. Noble is also the secretary of the British Columbia Fire Prevention League and has devoted a great deal of energy to organizing this Association and carry on its work looking to the reduction of the serious economic waste of fire loss.

In joining with Mr. A. Z. De Long in the Terminal Agency, Ltd., he becomes associated with an active and aggressive underwriting firm which is growing rapidly. The Terminal Agency, Ltd., are general agents for the Boston Insurance Co. and the New Hampshire Insurance

Co. and have a local agency for the Insurance Company of North America, and also underwrite automobile insurance for the Union Insurance Society of Canton.

**SUN LIFE INSURANCE COMPANY OF CANADA**

The 49th annual report of the Sun Life Assurance Co. of Canada, which is presented on another page of this issue, shows that the total amount paid out during 1919 to policy-holders and their beneficiaries amounted to \$12,364,000, which brings the total of such payment since organization to the enormous sum of \$91,227,532.

New paid for business during the year created a new high record and totalled \$86,548,850, or an increase of \$34,957,457, or 67.7 per cent. over the previous year. Another outstanding feature of the report is the fact that applications for new assurances during 1919 exceeded one hundred million dollars, which is the highest figure yet attained by any Canadian company in the insurance business. The enormous business done by this corporation will be realized when it is shown that business in force was increased by \$75,548,805 to the big total of \$416,358,462, which is a striking example of the manner on which policy-holders maintain their policies.

Income for the year amounted to \$25,704,201, showing a net gain of \$4,053,101, while the assets of the company passed the hundred million mark and registered \$105,711,468, an increase of \$8,091,089 over the previous year. Profits paid and allotted to policy-holders amounted to \$1,606,503, while the undivided net surplus is marked down at \$8,037,440, affording a very substantial margin of safety for the policy-holders.

The activities of the Sun Life in British Columbia during 1919 were extremely satisfactory. New business written approximated \$3,500,000, and total business in force in the province now exceeds \$13,000,000. As a field for investment the Sun Life has outstanding in loans to the province and municipalities of British Columbia and on mortgage over \$3,500,000, which is greater than any other assurance company doing business in the province. The underwriting department of the Sun Life is under the capable charge of Mr. H. O. Leach, provincial manager, while the investments are in the conservative hands of Mr. H. S. Awrey.

**LONDON LIFE INSURANCE COMPANY**

The synopsis of the annual statement of the London Life Insurance Co. and some typical results on policies issued are presented on another page of this issue. The London Life has looked on the interests of its policyholders and its management in their interests as the primary object in contrast to seeking huge business and acquiring mere size. Its service to the policy holders is being appreciated by the insuring public and in consequence the company has been going ahead recently at a rapid rate. In 1919 its new business advanced nearly \$25,000,000, its assets increased over 17 per cent. and now total \$10,810,543, and its surplus increased nearly 25 per cent. over its liabilities on the government standard, and exceed that standard in amount by \$1,155,898. This company is one of the few which have been able to maintain policyholders' dividends throughout the war and the influenza epidemic, and it is almost alone in paying far greater dividends than the policy-holders were led to expect.

The estimates of dividends shown in the advertisement were those computed in 1900, when the present rates went into force. Placing oneself in a position to view the position at that date one will recognize that the upper trend of interest was thought to be only temporary. Instead of that it has steadily climbed and consequently the expectation as to surplus interest earnings were much below the actual experience.

The mortality the company has had to bear outside of the war and epidemic strain has also been remarkably low