

ANGLO-AMERICAN FIRE INSURANCE COMPANY.

The Anglo-American Company held its meeting at Toronto, on the 5th instant, when a report and statement were laid before the shareholders. Mr. S. F. McKinnon, president, was in the chair.

The report refers to the losses the company sustained by the Ottawa-Hull fire, which amounted to \$13,600 net. The other losses are reported not to have been extensive, and the classification of the company's business is regarded as satisfactory, the percentage being, for three years' business, 25.09 per cent.; for mercantile business, 60.05 per cent., and for Specials, 13.06 per cent. Since the last meeting a Dominion license has been obtained, by which the company has been enabled to open agencies in Manitoba, British Columbia, Nova Scotia, New Brunswick and the Territories. Since the last meeting the company has deposited \$54,703 with the Dominion Government. The premium income was \$133,877.73, out of which the sum of \$30,259.16 was paid for re-insurance. Interest account was \$2,778.89, making the total revenue \$158,252.91, including a balance brought forward from December 31st, 1899, of \$21,506.29. Commissions and other charges, including Government fees and taxes, 33 1-3 per cent. of organization expenses and all other expenses amount to \$42,995.10, showing a balance brought forward of \$23,339.78. The paid up capital now is \$85,000, leaving a balance of \$387,000.40 of uncalled stock. The report calls attention to the fact that the fire losses during the past year have been the largest ever experienced in Canada, and all insurance companies have consequently suffered, and that, under the circumstances, they regard the amount carried forward, namely, \$23,339 of income over expenditure, as satisfactory. General Manager Dean, as well as other managers of recently established fire insurance companies, have passed through a very anxious and trying time, and it requires skill and conservatism to avoid the shoals.

CEASING TO COMPETE FOR LIFE ASSURANCE BUSINESS.

At a regular meeting of the Life Underwriters' Association of Central Massachusetts, on 24th January last, it was resolved unanimously that, "for the twelve months next ensuing, we adopt the principle of ceasing to compete for business, upon the signing of the application for insurance, and that we encourage this practice in our business, and endeavour, as far as possible to protect the Agents of this Association in carrying out this principle." Central Massachusetts is evidently anticipating the time when the war drum will cease its rattling, when white-winged peace will preside over the world's affairs when the millenium be inaugurated, and the demon competition will be banished to the nether world. How the life assurance agents are to carry out this angelic policy we are unable to state. No one of them can solicit business without by that

very act competing for business with some other company, for every company by its literature, by its advertisements, by the shingle on its office door, is soliciting business from the public. We fear the Central Massachusetts Life Underwriters have undertaken an impossible contract. Suppose, agent, Mr. Quickword invites his acquaintance, Jones, to a friendly "smile" in discussing which he drops a word or two as to the desirability of Jones taking out a life policy. How is he to know that he is not competing for business with Jones' other friend, Agent Snapshot, who represents another company, who has been ahead of him in such a suggestion? The only way to effectually stop such competitive acts would be to require every agent before soliciting business to secure a declaration from every person he approaches that no other agent has spoken to such individual on the same business. Then, if this is found to have occurred, the second in the field must abandon the game and warn the possible applicant against listening to any other agent than the first who spoke to him in regard to a life insurance policy. Such a person ought to be required to wear a badge of some loud kind indicating that he is pre-empted as a life assurance applicant. Whether this would work we do not presume to say, but are inclined to think, that most men, before taking out a policy, would prefer to hear what each one of several agents has to say as to the respective and competitive merits of his company.

AETNA LIFE INSURANCE COMPANY.

The Aetna Life Insurance Company since its jubilee seems to have had a remarkable access of new business and of additional strength. Its 51st annual statement, which appears on a later page, shows gains in strength and solidity all along the line as appears by the subjoined extracts:

The increase in new premium income was.....	\$ 512,656
The Total premium income, 1900.....	8,287,624
The increase in assets was.....	3,241,786
The Total assets are.....	56,092,086
The increase in Life, Term, & Endowment Insurance issued & revived was.....	14,550,302
The Total of do. in force.....	192,592,816
The Total Accident Insurance in force.....	160,114,620
Increase in number of policy-holders.....	25,148

Since January 1st, 1889, the total receipts have risen from \$5,135,085 to \$10,611,045, an advance of \$5,475,960, which is more than 100 per cent. In the same period the assets have gone up from \$31,234,521 to \$56,092,086, an increase of \$24,857,567. Such a rapid development of business by a long established life insurance company shows its great vitality. The Aetna Life paid its policyholders last year \$5,369,738, the total amount paid to them since the company was established having been \$119,963,153. Mount Aetna, when in eruption, carries devastation in its track, the Aetna Life Company, every day in the year, pours out a stream of help and blessing. The manager in this city, Mr. T. H. Christmas, and Messrs. W. H. Orr & Sons, managers, Toronto, are the respected representatives in Canada of this prosperous company.