

Thursday, p.m., May 9, 1901.

The break in New York yesterday was a mere bagatelle, and only preliminary to the tremendous smash which took place in prices to-day. From the general chaos of the slumping market Northern Pacific advanced to the unprecedented figures of 1150, an advance of almost 1,000 points in the day. The tremendous crash was caused by the over-selling of Northern Pacific, and the tremendous efforts of those caught short to make the advance and to cover their contracts, to accomplish which they sacrificed their short holdings at whatever prices that could be obtained and the transactions were of tremendous volume. It is, however, hoped that the worst is now over, and, that after a period of re-adjustment, prices will resume a legitimate level. It has been stated that several Montreals were caught in the slump, but not, however, heavy enough to cause any great anxiety.

The local market remained extraordinarily steady in face of the tremendous break in Wall street, and, although prices have declined, there was no panic evidenced and the break in prices was not heavy under the conditions. However, as stated before, it is hoped that more usual conditions will prevail to-morrow, although it is possible that the break may force some further heavy liquidation, although so far there have been no failures recorded.

THE ACTUARIAL SOCIETY OF AMERICA will hold its annual meeting in New York on 16th inst., in the board room of the Equitable Life. The members and associates will dine together in the evening.

A LECTURE BY MR. LUNGER, actuary of the New York Life, contains some excellent advice to agents. The following is one point worth noticing: "In your talking avoid technical terms. The man who is buying a piece of dry goods does not care to know just how every piece is made, the machinery required for its fabrication, or the way it is dyed. What he wants to know is whether the cloth is adapted to his purpose. The purchaser of a casting from an iron foundry does not care to know just how the metals were brought together, but he does want to know that the casting has the proper strength and answers the purpose for which it is intended. It is just this way in life insurance. The prospect wants to know how much he will have to pay and what he is to get for it. No analysis of the premium in connection with the cost of insurance and application of reserve is necessary. What the listener wants is the sum total. He wants a guarantee that the company will in taking his premium fulfil its contract with him. Extending arguments is only a waste of valuable time. Instead of the technical terms use common-place, apt expressions; for premium say payment, for reserve say sinking fund. This latter term is an easy illustration, for, while not exactly like the sinking fund on bonds, a striking analogy exists. A bond must at some time or other be paid, and so also must a life insurance policy, either at death or at the end of the term, and the company must have a fund to pay these obligations at maturity. That explanation a prospect can understand, and simplicity is a strong argument."

MONTREAL CITY AND DISTRICT SAVINGS BANK.

FIFTY-FOURTH ANNUAL REPORT.

GENTLEMEN,—

Your Directors have pleasure in presenting the 54th Annual Report of the affairs of the Bank, and of the result of its operations for the year ending 31st December, 1900. The business of the Bank for the past year has been satisfactory, money having been in good demand and at fair rates of interest. The net profits of the year were \$155,537 60, which, added to the balance at the credit of Profit & Loss account of the previous year (\$100,042 12), bring the latter to \$255,577 72. From this have been deducted \$20,957, expended on new property and building, Point St Charles; two dividends and a bonus; and \$50,000 have been carried to the Reserve Fund, making the latter \$600,000. The amount at the credit of Profit & Loss, with these deductions made, is \$34,620 72.

The volume of business transacted during the year amounted to eighty million dollars, while the investments in bonds and debentures have been increased by \$447,479 28.

The amount due to depositors (who now number 56,391) is \$12,130,578 60, having increased \$1,036,384 51 during the year and 2,338 in the number of accounts.

The average amount due each depositor is \$215.11, as against \$204.23 in 1899.

The new building, corner Condé and Centre streets, Point St. Charles, is completed and the branch office has been removed to it. Our depositors in that district will no doubt appreciate the better location of the new premises and the accommodation afforded. As usual, frequent and thorough inspections of the books have been made during the year. The report of the auditors and the balance sheet accompany this report.

You are invited to elect directors and auditors for the current year.

WM. H. HINGSTON,
President.

Montreal, 7th May, 1901.

BALANCE SHEET ON 31ST DECEMBER, 1900.

LIABILITIES.	
Amount due Depositors.....	\$12,130,578 60
“ “ Receiver General..	93,341 86
“ “ Charity Donation Fund	180,000 00
“ “ Open Accounts,....	65,052 42
	<u>\$12,468,972 88</u>
Capital Stock (amount subscribed \$2,000,000).....	paid up \$ 600,000 00
Reserve Fund	600,000 00
Profit and Loss account.....	91,620 72
	<u>\$ 1,291,620 72</u>
	<u>\$13,763,593 60</u>
ASSETS.	
Cash on hand and in Chartered Banks.....	\$ 1,392,796 24
Dominion of Canada Government Stock and accrued interest....	1,528,263 33
Provincial Government, City of Montreal and other Municipal and School Debentures	3,554,862 39
Other Bonds and Debentures....	319,032 75
Sundry Securities.....	290,237 25
Loans secured by collaterals....	6,075,120 25
Charity Donation Fund, invested in municipal securities approved by the Dominion Government.....	180,000 00
	<u>\$13,340,312 21</u>
Bank premises (Head Office and four Branches).....	\$ 400,000 00
Other assets	23,281 39
	<u>\$ 423,281 39</u>
	<u>\$13,763,593 60</u>

Number of accounts open 56,391,
Average amount due to each depositor, 31st December, 1900. \$215 11

H. BARBEAU,
Manager.