THE CANADA LIFE'S REPORT

President H. C. Cox and those associated with him in the management and development of the Canada Life, whether in office or field, were evidently quick to take advantage of the more favourable conditions for the life insurance business which prevailed in Canada last year in comparison with 1915, and this in spite of the handicaps imposed upon them through depletion both of the staff and of the field of prospects by enlistment. The result of their labours is now seen in an eminently satisfactory annual report, marking the seventieth milestone of the Company's history. Stress is rightly laid by those in responsible charge of the Company not only upon the results of the year as shown in the balance sheet figures, satisfactory as these are, but also upon other developments which have made the Company's year a notable one. The character of a company's development and the ideals which animate its management are as important to the policyholder as the financial results over any given period, since the former will inevitably influence the latter. In this connection, what is said by the Canada Life in regard to the education of its agency force, their increased efficiency, and the strengthening of organisation is as vital as the intimation that there was during 1916 an important decrease in the ratio of expenditure. Both sets of facts reveal a management with broad views, determined upon efficiency and the closing-up of any avenues of uneconomical expenditure.

THE YEAR'S BUSINESS.

New business paid for during 1916 totalled $19,037,146, an increase of $4,822,370 over 1915, and, of course, the highest figure ever reached by the Company. This very handsome result is probably due in part to the Company's activity in pushing Monthly Income and Business Insurance, for which, it is stated, many applications for very large amounts have been received. The total insurance in force was substantially increased by over nine millions to $169,964,803. The 1916 figures of income and outgo are not comparable with those of 1915, owing to the fact that in 1915 the company's quinquennial distributions took place, but they constitute satisfactory reading. Net premium income aggregated $5,383,188, and interest income, $3,094,167, the total income for the year, including other items than those named, aggregating $8,837,894. Payments to policyholders during the year totalled $4,129,330, war claims, it is stated, being well within the amount expected.

ASSETS AND SURPLUS.

The assets were increased to $59,239,184, a gain of over three millions for the year. The greater part of this gain, it is stated, has been invested in Government bonds. The surplus actually earned during the year was $1,210,560. After providing for all liabilities upon the usual stringent basis of valuation, for an addition to contingent reserve, increasing it to $400,000 and the allotment of $489,971 to those entitled to share during 1916, the net surplus amounts to $6,043,678. Of the assets, $22,071,350 are represented by government, municipal and other bonds, stocks and debentures, $21,127,218 by mortgages on real estate, and $9,102,255 by loans on policies. The last, it may be noted, show only a comparatively small net increase for the year of under $150,000. The real estate owned, including the Company's buildings in the important Canadian centres and in London, England, represents $3,896,860.

The fact that during 1916 the Canada Life placed more additional insurance with existing policyholders than ever before speaks more eloquently than columns of rhetoric of the confidence reposed in this fine old Company by its policyholders—rightly and wisely reposed.

THE UNION BANK OF CANADA.

The Union Bank of Canada, which holds a unique position among the large Canadian banks by reason of the western location of its head office, reports interesting developments in its management and policy. Mr. G. H. Balfour, who has been associated with the Bank for 47 years, for thirteen and a half of which he has occupied the position of general manager, has retired from the onerous cares of office and is succeeded by Mr. H. B. Shaw, assistant general manager since 1909. Mr. Shaw, who has arrived at an extremely responsible position while still a young man, is known not only in the West, but also throughout Eastern Canada as an energetic and conservative banker, well fitted for his new duties and there is every confidence that under his direction the Union Bank will continue upon the successful lines of steady progress which have marked it during recent years. The Union Bank is about to open a New York agency and has been fortunate enough to secure the services as an advisory committee of Messrs. Stuyvesant Fish, Cornelius Vanderbilt and Gilbert G. Thorne. The Bank will thus enter New York under the most favorable auspices and the new office will doubtless develop important business relationships between the American centre and the Dominion.

A large increase of deposits combined with the maintenance of a very liquid position and a lessened demand for loans resulted last year in a slight falling-off in profits which are reported as $651,184 against $659,688. After payment of the 8 per cent. dividend and 1 per cent. bonus, the placing of $150,000 to a contingency fund as last year, and other allocations, a balance of $93,160 is carried forward on profit and loss account against $106,977 a year ago. Deposits increased over $16,500,000 to $89,267,789 while current loans in Canada show only a trifling advance in comparison with 1915—$49,173,367 against $48,941,315, and call loans in Canada fell off by $130,081 to $7,616,489. Security holdings were increased nearly $14,000,000, most of the increase in deposits being thus utilised in war financing. Total assets are reported as $109,040,228, of which $56,587,853 are quick assets, a proportion to the liabilities to the public of 56.7 per cent., against 47.7 per cent. a year ago.

INSURING THE UNINSURABLE.

A plan by which a Manchester, N.H., banker was able to secure insurance and thereby protect his daughter, though uninsurable himself, is interesting. An endowment policy, payable on the income plan, was arranged on the daughter's life, the premiums in the event of the banker's decease prior to the policy's maturity being payable from his estate.