

ONTARIO MUTUAL LIFE.

The 27th annual meeting of the Ontario Mutual Life Assurance Company was held in the town hall, Waterloo, Ont., on Thursday, May 27th, 1897. The attendance was a most representative one, including quite a large number of the policy-holders in addition to the directors and the principal agents of the company throughout the Dominion.

The president, Mr. I. E. Bowman, occupied the chair, supported by the manager, Mr. Wm. Hendry.

On motion of Mr. Alfred Hoskin, Q.C., Toronto, seconded by Mr. Robert Melvin, of Guelph, Mr. W. H. Riddell, secretary of the company, acted as secretary of the meeting. The minutes of the last annual meeting were formally taken as read and adopted. The president then read the directors' report.

REPORT.

Your directors have the pleasure of submitting to you the following statements as their report of the business for the year ending the 31st December, 1896, and in doing so it affords them great satisfaction to be able to inform you that the uniform and uninterrupted success which has attended the company since its organization has continued during the past year to a very marked degree.

The report shows an increase in the number and amount of new policies issued, as compared with the previous year, and there has also been a substantial increase in the premium income, the interest income, and in the surplus available for future distribution among the policy-holders.

The net premium income for 1896, including \$2,278 for annuities, was \$601,617.30, and we received for interest on our investments the sum of \$158,785.94, making the total income \$760,403.24.

Although the rate of interest on first-class securities continues very low, and great care is required in the selection of investments, yet the rate of interest earned on our assets during the past year was somewhat higher than the previous year, which shows that the funds of the company have been satisfactorily invested.

The total assets of the company at the close of the year were \$3,404,976.99, and the reserve required to be held by the company's standard is \$3,176,716, which after providing for all other liabilities, leaves a surplus of \$213,789.95. This surplus would be increased to \$358,800, if our reserves were based on the Government standard of Hm. 4½ per cent. instead of the Actuaries' 4 per cent.

The surplus earned by the company for the year has been quite satisfactory, amounting to \$94,605, of which \$71,825 has been paid to the members, and the balance has been added to the general surplus fund.

The company commenced issuing 20-year Distribution Policies in July, 1891, and the surplus belonging to this class is being kept distinct from the general surplus account.

During the past year 1,825 new policies were issued for assurance amounting to \$2,838,250, and 82 applications for \$108,750 were received from persons whose health and family history were not up to our standard, and therefore had to be declined.

Our death rate for the year was somewhat higher than usual, the cause being largely accidental, there having been no less than 16 deaths from unforeseen accidents involving losses to the amount of \$44,000, so that the ordinary normal death rate was much below the average.

The executive committee has again carefully examined the securities and cash held by the company, and found them correct as reported by your auditors.

You will be called on to elect four directors in the place of C. M. Taylor, Robert Melvin, W. J. Kidd and Robert Baird, all of whom are eligible for re-election.

On behalf of the board.

I. E. BOWMAN, President.

In commenting on the report, Mr. Bowman said that the business for the past year had been very satisfactory indeed. There was an increase of something over \$200,000 in the amount of new policies issued, as compared with the previous year, and this augmentation in new business still continues, for during the first four months of the present year we issued \$1,016,050, an increase over the same period of last year of \$232,200, so that the company is progressing and the business increasing all the time. Notwithstanding that the rate of interest tends downward, it will be a source of satis-

faction to our policy-holders to learn that the rate of interest earned on the company's investments for 1896 was higher than either of the two previous years, owing to the purchase in that year, on very advantageous terms, of \$180,000 worth of mortgages, guaranteed by the County of Huron, and to the fact that all our money was kept continuously invested during the whole year, so that at its close we had no funds lying idle in the banks. While competition for new business among existing companies has not decreased, there are a number of new ones about to enter the field which, doubtless, will add to its intensity; but I am sure the Ontario Life will be able to hold its own against both old and new competitors, and without measurably increasing the cost of procuring a fair, if not a liberal, share of business.

On the whole we have much cause for congratulation in view of the marked success that has attended the management of the company's affairs, and the efforts of its energetic staff of agents, during the past year; and I think it may be fairly claimed that the company has now reached a position among life companies second to none a position that is creditable to everyone identified in any way with the company.

Having presented the certificate of the examining committee, the president moved the adoption of the report, submitting the following

ABSTRACT OF ACCOUNTS FOR 1896:

Income.	
Premiums, net	\$ 599,339 30
Interest, annuities, etc.....	161,063 94
Total	\$ 760,403 24
Disbursements.	
Payment to policy holders for death claims, endowments, surplus, surrender values, etc....	376,032 18
Expenses and taxes.....	125,558 94
Total	\$ 501,591 12
Assets.	
Loans on first mortgages	\$1,832,664 09
Municipal debentures	764,884 92
Loans on company's policies....	484,384 02
Real estate	69,942 00
Cash on hand and in banks ..	8,151 15
Other assets	244,881 51
Total	\$3,404,907 69
Liabilities.	
Reserve, actuaries' 4 per cent. ..	\$3,176,716 00
All other liabilities	14,401 74
Total	\$3,191,117 74
Surplus.	
On company's standard 4 per cent.	\$ 213,789 95
On Government standard 4½ per cent.....	358,800 00

Mr. Melvin, 2nd vice-president, in speaking to the motion, desired to express his pleasure, and that of the board, to see so many of our agents present to day, and he thought it might be interesting to make a comparison with the position we occupied as Canadians away back in the forties with our position at the present time.

Having shown by reference to statistics that British and American offices transacted by far the largest proportion of life assurance in Canada at the time the Ontario Mutual Life began business in 1870, thus diverting large sums of money from the industries of the country to enrich foreign lands, and that our own companies for many years past had done and were doing the bulk of the life business in the Dominion, he felt sure it must be gratifying to every Canadian, and especially to the two pioneer companies, the Canada and the Ontario, that in so short a time the Canadian companies have gained the confidence and support of their countrymen to such an extent that they have been able so largely to supplant British and American companies. I do not mean to reflect in any way on either the British or American offices, for we know they are managed by competent, upright men, who are able and willing to meet their obligations; but I do feel proud of the fact that without any special favor or protection we have been able by fair and honorable competition to reverse the position of affairs that existed in 1870.

And, sirs, looking at the business of the past year and the position this company now holds, as compared with past years, I am happy to say that largely in all that denotes progress and growth, the report presented to the policy-holders to-day bears ample testimony to the

high standing of the company, and its ability to fulfil to the utmost limit any and every obligation to its policy-holders or the public; and I have to congratulate you upon the success of your efforts, and hope that during the coming year they will be crowned with still greater success. The report was then adopted unanimously.

On motion of Mr. S. Snyder, mayor of Waterloo, seconded by Mr. George Moore, manufacturer: the Rev. John McNair, B.D., and Mr. George Wegenast, actuary of the company, were appointed scrutineers. The balloting which followed resulted in the re-election of Messrs. C. M. Taylor, Robert Melvin, W. J. Kidd, and in the election of Mr. James Fair, Mr. Robert Baird having declined to be a candidate for re-election.

Mr. James Fair, miller and manufacturer, Clinton, Ont., on being introduced to the meeting, thanked the policy-holders for the honor they had conferred upon him, and assured them that he would do his utmost to promote the interests of the company. He had been a policy-holder for 20 years, and had always tried to put in a good word for the company, and will do so now with renewed energy.

VOTES OF THANKS.

Mr. J. A. Halstead, banker, Mount Forest, moved, seconded by Mr. J. C. Burt, of Listowel, "That a hearty vote of thanks be tendered by this meeting to the president, vice-president and directors for the care and attention which they have given to the company's interests during the past year." In supporting the resolution Mr. Halstead said, after hearing the report read by the president, I think every policy-holder present will be heartily in favor of this resolution. I am well pleased that the business of the Ontario Mutual, notwithstanding the hard times, has kept up with that of any other company in this country, and I am also proud to know that our Canadian people are showing a decided preference for their own companies; for while we are not opposed on general principles to American companies doing business in Canada, still I think it is our duty to support our own institutions, when, as we know, they can do in most cases better for us than foreign corporations, with the additional advantage of keeping the money paid in premiums in our own country for the development of its great resources and its many valuable industries. B. M. Britton, Q.C., M.P., moved, seconded by E. P. Clement, "That the thanks of the directors and of this meeting are hereby tendered to the manager, secretary, officers and agents of the company for the faithfulness with which they have safeguarded the company's interests in their respective capacities during the past year." Mr. Britton spoke in complimentary terms of the excellent work done by the heads of the various departments, both at the head office and in the agency field, and of the efficient supervision over the whole by the manager. Continuing, he referred to a number of endowments which had recently matured on his own life in different companies, showing that the Ontario Mutual Life had given him larger returns for the money invested than any of the other companies.

The manager replied for himself and fellow-workers. All of us, he said, have endeavored to do our duty, and in so far as we have succeeded we are justified in feeling amply rewarded by the expression of confidence which has been passed. The responsibilities of managerial and official life are very heavy where the trust imposed is the conservation of the sacred interests of thousands of policy-holders. Some of us are getting up in years, and may not be here long to carry on the work, but others are rising up whose hairs are not so white, who will probably do better work than we have done; but so long as we are spared, I can assure you, we will do the very best we can for the interests of the company. On resuming his seat, Mr. Hendry was warmly applauded.

OTHER BUSINESS.

A by-law to regulate the compensation to the directors having been submitted and considered, was passed unanimously. On motion of Mr. Kranz, ex-M.P., Berlin, seconded by Mr. Geo. Diebel, merchant, Waterloo, Mr. J. M. Scully and Mr. George Davidson were re-appointed auditors for the present year.

The singing of "God Save the Queen" brought to a close the 27th annual meeting of the company. The directors met subsequently and re-elected Mr. I. E. Bowman, president; Mr. C. M. Taylor, first vice-president, and Mr. Robert Melvin, second vice-president of the company for the ensuing year.