MR. STANTON'S WESTERN TRIP.

Mr. J. C. Stanton, inspector of Canadian Agencies, Sun Life Assurance Co., has returned from his first trip to the West, fully impressed with the idea that it is the most beantiful country on earth, and one with the greatest possibilities for advancement. Some of the important agencies visited by Mr. Stanton, were Vancouver, Winnipeg, Regina, Calgary and Port Arthur, in each of which business shows a handsome increase over the corresponding period last year. Mr. Stanton states that prospects are glowing, and business people most optimistic on every hand.

As manager for some years of the Montreal branch of the Sun Life, Mr. Stanton achieved considerable fame, owing to his unqualified success, and there is every prospect, that the agency organization of the Sun Life throughout Canada will soon show increased results under his magnetic influence.

FIRST YEAR CLAIMS.

Changes in health and surroundings may come quickly and unaccountably. Every year brings to an insurance company startling illustration of this truth. With a regularity that is singular but unvarying, a few deaths are certain to take place among those whose insurance has been in force less than twelve months.

No more convincing evidence of the exactness of the law of average, so far as it applies to death, could be cited, for not a year passes that this does not occur, and in a practically unvarying percentage of the new insurance placed. Every policyholder starts in the best of physical condition, but from such causes as typhoid fever, pneumonia, indigestion and accidents death soon invades the ranks, with the result that in 1913 nine of those whose contracts had been written less than one year reached an unexpected ending.

This experience is common with all companies and is an expected phase of the business. It should bring home to every man who contemplates protecting his family the importance of promptness in reaching a decision about taking life insurance, which will not mean that death will be either hastened or deferred by the action, but will assure comfort to those who are entitled to it whenever the inevitable situation arises. Statistics are not available, so no figures can be mentioned, but no doubt deaths occur in at least the same ratio among those who delay action regarding protection, bringing far more disastrous results to those dependent upon them.

Among many business facts, none is more firmly established than that life insurance is necessary, valuable and reliable, and that to postpone its possession is a risky proceeding.—*Union Mutual.*

MR. A. G. DENT GOES WEST.

Mr. A. G. Dent, general manager Liverpool & London & Globe Insurance Company, Liverpool, England, who recently spent a few days in Montreal, has left for Chicago and San Francisco. While here Mr. Dent consulted with the directors and architect, regarding the plans for the Company's new building to be erected on the site recently purchased in the uptown district.

NOVA SCOTIA TO SUPERVISE MUNICIPAL BORROWINGS.

Nova Scotia will follow the example of the Western Provinces in supervising municipal borrowings. Legislation will be introduced at the present session at Halifax, consolidating and amending the acts relating to municipal debentures and municipal sinking funds. At present these acts are many and varied and lacking the uniformity that is desirable. Under the proposed consolidated act the form of debentures issued will be standardized; the forms to be obtained from the government.

NATIONAL LIFE'S NEW MONTREAL MANAGER.

Mr. J. E. Simard has been appointed branch manager at Montreal for the National Life. Mr. Simard comes to the National with a splendid record behind him. He is a personal producer of high calibre, having had many years of experience in the business. For some years he was general agent for Detroit & Michigan, for the North American Life of Newark, N.J., and more recently was with the Travellers at Montreal.

MR. WHITE ON TRUST COMPANY LEGISLATION.

Hon. W. T. White, in moving the second reading of his bill for the further control of trust companies, said that in preceding years trust companies had been granted exceedingly wide powers by letters patent under the companies act. Powers so great, so wide and unrelated should not be granted to companies standing in fiduciary relations to the public such as trust companies. The Companies' Act was, therefore, faulty and the minister proposed to do away with incorporation of trust companies by letters patent. Thirty-one trust companies had been granted incorporation since 1901; twenty of these had been incorporated during the past two years.

A LONDON VIEW OF THE OUTLOOK.

For the past four years the world nas been financing most active trade and a wild development of armaments, and the result was extremely tight money. At last armaments and wars have killed the boom in trade, and we may be confronted with months, perhaps even years, of slackness. So long as this slackness continued money should be cheap, but it is improbable that the rate of interest in the security market will have a fall proportionate to the decline in discounts, and there is little reason to anticipate a genuine Stock Exchange boom. When trade on the Continent rallies cheap money wil go, and if only capital is wisely and productively used, we may not have to wait long for the improvement.—*London Economist.*

The I. O. F. has made up its mind to stay in Illinois, though at the time of the famous investigation into its affairs by three insurance commissioners, it made a hurried application to withdraw.

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The latest publications of the Metropolitan Life of New York for the use of its policyholders are on fake consumption cures, and the prevention of typhoid fever. These booklets measure up to the admirable standard of hardiness and utility set by the Company's previous publications on these lines.