

THE

Northern Life Assurance Company

OF CANADA.

The third annual meeting of the Northern Life Assurance Company of Canada was held in their offices, London, Ont., on Monday, the 19th day of June, 1899.

The President, Hon. David Mills, Minister of Justice, occupied the chair, and Mr. T. H. Purdom acted as Secretary.

The following shareholders were present: Hon. David Mills, President; E. Jones Parke, Q.C., First Vice-President; M. Wilson, Q.C., N. H. Stevens, Esq., Chatham; Robert Ferguson, M.P.P., Thamesville; W. S. Calvert, M.P., Napier; C. Jenkins, Esq., Petrolia; John Durand, Esq., Dorchester; F. B. Leys, M.P.P.; J. D. Balfour, Esq., Medical Director, and Messrs. T. H. Purdom, Francis Love, G. B. Harris, John Ferguson, N. Mills, Alex. Purdom, E. D. Parke, E. Paul, R. Shaw Wood, A. Robinson, S. Weldon, Drs. C. I. Campbell, Weekes and Graham, of London.

The Secretary read a letter from Thomas Long, Esq., Second Vice-President, regretting his inability on account of other business engagements to be present.

At the request of the President, the Manager, Mr. Milne, read the following report of the Directors:

To the shareholders of the Northern Life Assurance Company of Canada: The Directors beg to submit their second annual report of the affairs of the Company, together with the duly audited balance sheet.

The result of the year's business shows a large per cent of progress. It will be seen that the insurance in force at the end of 1898 exceeded that of 1897 by about 150 per cent. At the end of 1898 the amount of the policies in force was \$879,950, and the amount written \$1,026,450, of which \$665,950, was written during the year 1898.

The business transacted has been secured in the Province of Ontario and the energies of the management have been directed towards securing as thorough an organization of the Province as can be effected. It is now intended to extend the business to other Provinces and negotiations are in progress with that end in view. General agencies have been established in the Provinces of Manitoba and British Columbia, which promise this Company a fair share of the business of these Provinces.

There are several facts worth noting in connection with the business of this Company, which indicate that its management has continued to be cautious and progressive. The average risk is less than \$1,200, and the average age of policyholders less than 30 years. More than half of the policies issued are on the Twenty Payment Life Plan, with the majority of the balance on the Ordinary Life and Endowment Plans. The average premium per 1,000 is \$37.

It is satisfactory to note, too, that no deaths have occurred among the Company's policyholders prior to the end of the year.

The assets of the Company are all in cash, or securities readily convertible into cash.

The capital stock of the Company is now ample for all its requirements. The sum of \$58,200 was voluntarily paid in by shareholders during the year, on account of stock subscribed for, which makes the paid up capital on the 31st day of December last amount to the sum of \$199,825.

The Directors anticipate a steady increase of desirable business, the result for the expired portion of this year justifying such anticipation, the insurance written during that portion of the year being 43 per cent in excess of the insurance written during the same portion of last year, and should the business continue to increase in this Province, the Company will, when that secured in other Provinces is added, have as large a volume of business as is desirable.

The Directors bear testimony to the efficiency of the Manager, Mr. John Milne, and to the valuable assistance in the field of Mr. W. E. Findlay, the Superintendent of Agencies. The Manager and the Superintendent of Agencies have worked with steady perseverance, securing good agents and establishing the Company in public confidence.

The financial statement, submitted to you in detail, together with the Auditors' report thereon, may be summarized as follows:

Cash income from premiums and interest.....	\$26,147 36
Accruing income from premium notes, etc.....	9,808 91

Total income.....	\$35,956 27
Expenditures of every kind.....	27,846 92

Excess of income over expenditure.....	\$8,109 35
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ASSETS.

Debentures, cash, notes, etc.....	\$202,712 23
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LIABILITIES.

Reserve for security of policyholders.....	\$26,204 89
General expense items.....	1,158 08
Surplus security for policyholders.....	\$27,362 97
Amount of capital stock paid up.....	\$175,349 26
	199,825 00

Respectfully submitted, on behalf of directors,

DAVID MILLS,
President.

The President said that the policy adopted by the Directors in the management of the Company had been conservative. They had proceeded with great care, so as to avoid mistakes. It had not endeavored to do a large business, as they believed the best interests of the Company and its stockholders would be served by a policy of caution, and by securing a business that was desirable. It was better to do a safe business at the outset than a large one. The permanency and security of the company was now fairly established, and the aim of the Directors and the Executive Committee was to take care that every step taken was one favorable to the safety and permanency of the institution. He believed that the course which had been taken was one which would enable them to reach a dividend-paying period earlier than if they had endeavored to push their business more energetically at a large expense. He was confident that had this been done at the outset, they would necessarily have made many mistakes. They would have been compelled to employ agents of whose fitness they could know nothing. As it is, they have been able to secure some well qualified men who have proved successful in securing business, and thus by a tentative proceeding the Company has thrown away but little money upon persons unused to the business of insurance, and not naturally well fitted for the work. As the staff increases in numbers and efficiency, the business can be each year more energetically pushed. He had implicit confidence in the future of the Company. They had but to continue this line of policy, and the foundations which had been laid must at an early day lead to that condition of success to which he thought they might confidently look forward. He moved the adoption of the report.

Mr. Parke, First Vice-President, seconded the adoption of the report.

The Manager also presented a supplementary report of the business during the first five months of this year comparing it with the business during the same period of last year. This report shows that the volume of business has increased over 43 per cent. The cash income has more than doubled, while the expenses have increased only about 19 per cent.

Addresses commenting upon the satisfactory condition of affairs of the Company were made by Messrs. Wilson, Stevens, Purdom, Leys, Balfour and Jenkins, and all were satisfied with the hopeful outlook for the future.

The report was unanimously adopted.

The following directors were unanimously elected:

Hon. David Mills, Lord Strathcona and Mount Royal, Messrs. E. Jones Parke, Thomas Long, J. D. Balfour, Matthew Wilson, John Ferguson, F. B. Leys, M.P.P., W. S. Calvert, M.P., Robert Ferguson, M.P.P., G. B. Harris, N. H. Stevens, T. H. Purdom, John Breakey, John Davis, Francis Love and A. P. Sherwood.

J. B. Laidlaw and K. A. Gray, B.A., were reappointed auditors for the current year.

On motion of Drs. Campbell and Graham, a vote of thanks was tendered to the President and Directors for their efficient services during the year.

The Directors met subsequently and re-elected Hon. David Mills, President; Mr. Parke, First Vice-President, and Mr. Long, Second Vice-President.

Regret was expressed at the resignation of John Morison, Esq., of Toronto, whose place was filled by the election of A. P. Sherwood, Esq., of Ottawa, Commissioner of Dominion Police.