GRESHAM LIFE TO EXPAND CANADIAN BUSINESS.

As noted in our last issue, Mr. Alexander Lawson, manager of the Gresham Life Assurance Society of London, England, is at present in Canada. The object of his trip is to visit the important centres with a view to the further development of the Society's business throughout the Dominion. In an interview with the proprietor of THE CHRONICLE, Mr. Lawson stated that the Gresham Life is in Canada to stay and every effort will be put forward by the Canadian manager, Mr. A. R. Howell, to create a large business from the Atlantic to the Pacific.

For many years prior to commencing active operations in Canada, the Gresham invested large amounts of its funds in Canadian securities, thereby indicating in unmistakable fashion its faith in the future of the Dominion. Among British life offices there are probably none having a greater claim on the Canadian insuring public. Its chairman, Mr. Charles A. Hanson, M.P., has many connections and interests in Canada, where he lived for many years.

Mr. Lawson has been identified with the Gresham for over a quarter of a century and has an intimate knowledge of its business and ramifications, which together with his genial disposition and high standing as an underwriter, will ensure him a cordial welcome by those representatives of the Gresham with whom he comes in contact during his present visit to Canada.

The Gresham has already become popular in Canada where its organization has been gradually developed by Mr. Howell and we have no doubt that its Canadian business will reach the desired dimensions and become commensurate with the high prestige and financial standing enjoyed by the Society throughout the world for nearly seventy years.

PERSONALS.

Mr. McCallum Grant, the newly-appointed lieutenant-governor of Nova Scotia, is senior partner of the insurance firm of Grant, Oxley & Co., of Halifax, and a director of the Bank of Nova Scotia.

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Mr. J. W. Binnie, manager for Canada, Globe & Rutgers, has returned from a trip to British Columbia. He informs us that business generally in that province is showing marked signs of improvement, especially mining and lumber.

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Mr. C. B. Gordon, of Dominion Textiles, Limited, and one of the younger members of the Bank of Montreal's directorate, has been elected vice-president. The office had previously remained vacant for some time. Two new directors have also been elected to the Bank's board—Captain Herbert Molson (now with the 42nd Battalion), and Mr. Harold Kennedy of Quebec.

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English exchanges state that Sergeant Harold Ironmonger (London Regiment), formerly on the London staff of the Liverpool & London & Globe, has been awarded the Military Medal for bravery in the field; and Second Lieutenant S. T. J. Perry, formerly of the head office staff of the Royal, has received the Military Cross. Second Lieutenant R. H. Murdock, formerly of the head office staff of the Royal, has been killed in action.

TERM INSURANCE.

The statement is made very often that Term Insurance is not desirable from the Company's standpoint because it does not "renew" satisfactorily. It is apparent that an important factor in this connection would be the manner in which Term business was written; the amount issued on an individual life and the rate of commission paid.

The United States Life Insurance Company has recently examined into the renewal of Term and Ordinary Insurance issued by it during the past decade, and the figures show that the Term business has renewed fully as well as business written on any other plan.

The Company attributes this result to the fact that it limits the amount of Term Insurance it will carry on any one life to $5,000 (thus avoiding speculation) and pays only a moderate rate of commission.

Of Term Insurance issued in 1907—30 per cent. still remains in force; we give below the figures for succeeding years to and including 1914.

1908	25 p.c.	1911	44 p.c.
1909	30 p.c.	1912	47 p.c.
1910	36 p.c.	1913	60 p.c.
1914	50 p.c.		

Vancouver admits that it needs a fire boat, and that the harbor commission is to blame for the lack of one. The other day it was necessary to put two fire engines on a barge and required hours to put out the fire in the hold in the freighter Waimarino. Valuable time was thereby lost. The fire damage was $27,000.—*Coast Review.*