interest than before, in order to avoid bringing pressure to bear on its borrowers.

Such a policy is a patriotic policy. By the refusal to put borrowers "in a hole" the general well-being and future prosperity of the country is contributed to in the measure of the company's power, and the opportunities of securing the maximum of legitimate returns are being cheerfully given up in that interest. There is reason to believe that a similar policy, adapted to their own circumstances and environment is being pursued by other of the leading loan companies.

THE TRUST AND LOAN COMPANY OF CANADA.

The half yearly statement of the Trust and Loan Company of Canada has a particular interest at the present time in view of the difficult circumstances in which the loan companies are conducting their operations. The statement is for the period ended September 30, and it is clear from it, that this well-known old Company sustained the first shock of war conditions in very satisfactory manner. The Company's mortgages at the date named totalled $17,406,301, about $100,000 more than at the corresponding date of 1913, and the interest account for the six months was $681,105, yet the interest overdue at September 30th, was only $27,019, a very small figure which shows strikingly the admirably conservative way in which the Company's affairs are administered throughout the Dominion. This point is further brought out by the fact that at the present time interest collections continue on normal lines. The net profits for the six months amounted to $312,295, comparing with $360,915 in the corresponding six months of 1912. This falling-off would be accounted for by the cautious policy pursued in making new loans owing to the unsettled conditions of the period, and to the further fact that the Company would hold a larger amount than usual of liquid funds in order to provide for the due repayment of maturing debentures without pressing borrowers for repayments of principal due. The usual allocations have been made to the reserve funds bringing the statutory reserve up to $2,004,845 and the special reserve to $575,000. After writing down the cost of issue of debenture stock by $46,135 and making other customary allowances an interim dividend of 9 per cent. per annum for the six months is paid, free of income tax.

The borrowing powers of the Company upon debentures and debenture stock are limited by its special acts to $15,000,000 (£3,000,000 sterling) and it is interesting evidence of the confidence which continues to be displayed by British investors in the undertaking that the aggregate of these issues is maintained at about the same level as six months ago. Their total is in fact within $500,000 (£100,000) of the Company's authorised issue.

A queer development in workmen's compensation insurance in New York state is that a number of the recently organised mutual compensation insurance companies are forming a stock company to take over their excess lines. The new company is taking power to write direct lines. This is quite a compliment to the stock company system.

THE AGENT AND THE MORAL HAZARD.

A few weeks ago an editorial in THE CHRONICLE discussed the question of the probable increase in moral hazard in fire insurance this winter and pointed out the fact that the protection of the companies against this hazard lies almost wholly with the agents and the inspectors—particularly with the agents, owing to the unique store of local knowledge which they are able to acquire through moving about in their respective communities. The *Insurance Monitor* of New York, referring to this editorial, suggests apparently that THE CHRONICLE takes too hopeful a view of the agent's human nature and that the natural result of present-day methods of fire insurance business is that the agent acts "more in the capacity of a slot machine than one who uses grey matter as a filter."

The *Monitor's* experience of agents must have been unfortunate; it would be a sorry thing for the fire insurance business if all its agents were merely slot machines. In Canada, at all events, they are certainly not. There may be a certain number of agents of the type of which the *Monitor* speaks, but more than offsetting these are those agents throughout the length and breadth of the Dominion who take an intelligent interest in their business, are keen about the interests of the company they represent, and in such a matter as the moral hazard are those invaluable reservoirs of local knowledge to which THE CHRONICLE referred in the editorial in question.

The maxim that business worth doing at all is worth doing well applies to the fire insurance business as it does to everything else, and the *Insurance Monitor* will hardly contend that doing business in the manner of a "slot machine" is doing it well. Agents will be in the long run consulting their own best interests by backing up the additional efforts which the companies will be making this winter to keep down the losses from the moral hazard, conditions for the growth of which are so favorable at present. And fortunately there are many agents who know this and will act on it.

IMPERIAL BANK'S NEW PRESIDENT AND GENERAL MANAGER.

The directors of the Imperial Bank of Canada met on Wednesday to fill the vacancies caused by the death last week of Mr. D. R. Wilkie, general manager of the Bank since its establishment and since 1906, also its president.

Senator Jeffray, vice-president of the Bank, was unanimously elected president, and Mr. Peleg Howland, a director for many years, was appointed vice-president.

The board appointed Mr. E. Hay, who has been assistant general manager for some years as the new general manager of the Bank, and advanced Mr. W. Mofftt, chief inspector to the position of assistant general manager. These appointments are cordially welcomed in banking circles.