

Solid Growth

Up-to-date business methods, backed by an unbroken record of fair-dealing with its policyholders, have achieved for the Sun Life of Canada a phenomenal growth.

Assurances in Force have more than doubled in the past seven years, and have more than trebled in the past eleven years.

To-day they exceed by far those of any Canadian life assurance company.

SUN LIFE ASSURANCE
COMPANY OF CANADA
HEAD OFFICE—MONTREAL

LONDON AND SCOTTISH Assurance Corporation Limited.

Established 1862.

For All Classes of Life Assurance.

SCOTTISH METROPOLITAN

Assurance Company, Limited.

For insurances against Fire, Accident, & Sickness; Guarantee Bonds; Elevator, Automobiles, Public and Teams, and Employers' Liability.

HEAD OFFICES FOR CANADA:

London & Scottish Building,

164 St. James St., Montreal.

TOTAL ASSETS EXCEED. . . . \$25,500,000

Manager for Canada: ALEX R. BISSETT.

STRIDING AHEAD.

These are wonderful days for life insurance salesmen, particularly, North American Life men. Our representatives are placing unprecedented amounts of new business. All 1919 records are being smashed.

"Solid as the Continent" policies, coupled with splendid dividends and the great enthusiasm of all our representatives tell you why.

Get in line for success in underwriting. A North American Life contract is your opening. Write us for full particulars.

Address E. J. Harvey, Supervisor of Agencies.

NORTH AMERICAN LIFE ASSURANCE COMPANY

"Solid as the Continent"

HEAD OFFICE - - - TORONTO, ONT.

Commercial Union Assurance Company Limited

OF LONDON, ENGLAND.

Capital Fully Subscribed . . . \$14,750,000
Capital Paid-Up 7,375,000
Life Funds and Special Trust
Funds 99,147,565
Total Annual Income Exceeds . . 75,000,000
Total Funds Exceed 209,000,000
Deposit with Dominion Government as at the 31st December, 1919 1,416,333

Head Office, Canadian Branch:
Commercial Union Bldgs., 232-236 St. James Street, Montreal, Que.

Applications for Agencies solicited in unrepresented districts.
W. J. Jopling, Manager Canadian Branch.

Insurance News and Views

Unfair Demand on Insurance agent stopped

Many insurance men have struck prospects who expected them to share or rebate some of the commission they will receive on the policy.

In Canada and the United States this has been altogether too common and it is contrary to the law. The following case, if given wide publicity is likely to effect a change in what many prospects unfairly expect their insurance agent to do for them.

Through the successful efforts of the Life Underwriters' Association of New York, co-operating with the State Insurance Department, a conviction for rebating on a life insurance policy has been secured. The court, in this instance, has imposed the maximum fine of \$500 upon the defendant, and has refrained from sentencing him to gaol only because of his previous good character. For violation of Section 1200 of the Penal Law of New York State, which deals with rebating, one year's imprisonment may be imposed in addition to the fine. The Life Underwriters' Association first became interested in the case when a certain agent for the State Mutual Life of Worcester, Massachusetts, and his general agent, C. W. Anderson, informed Wm. F. Atkin-

son, chairman of the Life Underwriters' Association's Committee on Business Practices, that a certain prospect, Murray Dennison, of 560 Riverside Drive, New York, was demanding a rebate on his policy before he would insure with the State Mutual. The association told the agent to write Dennison, which he did for \$50,000, secured the initial premium and as part of the transaction handed Dennison a cheque for \$835.26, made payable to some outsider. The amount covered by the cheque was the rebate promised. The committee, through its counsel, Frank O. Affeld, Jr. presented the facts to the Complaint Bureau of the State Department. The Department took the case entirely in its own hands, and brought suit against Dennison on behalf of the State of New York. Trial was held in the Court of Special Sessions before Judges Freschi, Murphy, and Salmon who handed down a verdict of guilty after reviewing the evidence. Sentence was imposed on June 11. The maximum fine of \$500 seemingly fails to cover the rebate of \$835.26 that Dennison received from the agent but his counsel's fees added to the amount of the fine will more than likely wipe out any possible gain.

Evading the Insurance Act.

The Department of Insurance at Ottawa state that it has been drawn to their attention that a considerable amount of insurance is being affected on automobiles in Canada in British or foreign companies or under-writers not licenced under the Insurance Act.

Such insurance in automobiles is subject to the same requirements as insurance on real property in unlicenced insurance companies, and is permitted only if effected outside of Canada and without any solicitation whatever directly or indirectly on the part of the company or under-writers; otherwise, any person inspecting the risk or adjusting the loss in Canada is subject to the provisions of the Criminal Code.

Every person so insuring an automobile is required to make a return thereof to the Department, the forms for which can be obtained on request.

Foreign Agriculture Products Marketed in Canada

Foreign farmers, i.e., those farming land outside Canada, found a profitable market here in the last twelve months alone for over 143½ million dollars' worth of their products. Farmers and livestock breeders will find the story told plainly and irrefutably in the following abstract from the returns of the Dominion Bureau of Statistics. It gives the imports of live animals and of animal products into Canada for the last three years, ending May 30th:—

| | 000's omitted. | | |
|-------------------------|----------------|--------|--------|
| | 1918 | 1919 | 1920 |
| | \$ | \$ | \$ |
| Animals living.. . . . | 2,517 | 1,871 | 2,494 |
| Hides and skins | 7,885 | 5,903 | 25,642 |
| Lard | 636 | 399 | 2,682 |
| Leather | 9,640 | 10,953 | 18,059 |
| Meats | 17,807 | 7,338 | 20,220 |
| Wool | 33,715 | 40,940 | 74,259 |

Many of these imports are offset by our exports of the same class. That is, Canadian manufacturers import much of their raw material from abroad

and Canadian farmers have to export the results of their work to be raw material in other countries. The needless "criss-crossing" of products and the expense of their transportation might be largely eliminated were Canadian manufacturers and Canadian farmers to be more closely linked together. Manufacturers might utilize more what Canadian farms, under the climatic conditions, can best produce; farmers might more definitely aim to produce that for which manufactures can best find a market.

A considerable part of the products given above could have been produced in the Dominion and profitably manufactured for Canadian consumers, if industry and farming had been more closely related during the last twenty years.



Cooperation

THE Victory Loan campaigns served a mutual good by bringing the public in such close contact with the Banks of Canada as to realize their human side.

It is the one desire of this Bank to be of personal service. Make it a point to remember that we are always willing to extend you friendly and authoritative counsel on financial matters.

THE
STANDARD BANK
OF CANADA 337
Capital, Surplus and Undivided Profits
\$8,360,537.09.