

and straw exporters in Canada. The makers of artistic glazed tiles, etc., who are anxious to extend their business with Canada, desire to hear of firms willing to take up the sale of their productions.

#### BRITISH AMERICA ASSURANCE CO.

The loss record of this long established Canadian fire underwriting company was not quite so disheartening last year as it was in 1900. But to be able to show only \$100,000 profit upon a total cash income of more than two millions is enough to make any group of directors look grave. The total cash income of the company last year was \$2,040,197, and the outgo, for expenses and losses, including an appropriation for claims under adjustment, was \$1,940,607. But the margin from premiums was only \$58,795; interest and rents made up the \$100,000 in round figures. Half the profit shown was made in the marine branch, too. While there is a gain in premiums of \$127,000, the reduction in losses is only \$16,000. Thus there is no satisfaction to be got out of mere volume of business under existing conditions of fire underwriting on this continent. But something is hoped for in the way of better profits in 1902, because of the higher premiums now in force and the prospect of a further increase in rates in the United States. The most that the president can find to say is that the British America will bear comparison with other fire companies doing business in the same field. We gather from the president's address that the Canadian business of the company has made money for years. All the more bitter must it be to have these profits swept away by losses and expenses in the United States. Well wishers of the British America will join in the wish that better days are in store for the company and for all fire underwriters during the next decade.

#### FEDERAL LIFE ASSURANCE COMPANY.

The twentieth report of this company has a satisfied and hopeful tone, and indeed the year's business justifies both gratification and hope. Increased income; a larger new business written; an increase of almost a million in aggregate at risk; lessened death losses as compared with 1900—all these are matters for which the management is entitled to take credit. The assets are increased by \$178,000 in the twelve months. Payments to policy-holders were liberal, amounting to \$182,925, which sum includes \$30,638 cash dividends and dividends applied to reduce premiums. This is the sort of thing that makes the policy-holder rejoice, and advertises the company. We observe with interest that the managing director, Mr. David Dexter, has been elected to the presidency in succession to the late James H. Beatty. Mr. Dexter deserves the honor, for he has worked long and faithfully in the interests of the company.

#### GREAT-WEST LIFE COMPANY.

A noteworthy business is detailed in the report and statements of this company for 1901. The new business is represented by 2,197 policies for \$3,224,000, and the total in force at close of year is \$13,415,599 which shows a gain of \$1,570,000. The company has attained, in its ninth year, a total cash income of \$475,936, which represents a gain of 18 per cent. in income from premiums and 28 per cent. in interest income. The net death claims reached \$86,397, which is within the expectancy, although an unusual number of deaths from accident and other unforeseen causes swelled the amount. And on a four per cent. valuation the net surplus has been increased nearly sixty per cent.

The interest earning capacity of the company is one of its distinguishing features. Its invested funds earn over seven per cent., and the rate earned on its total ledger assets is 6.80 per cent. This feature causes its consulting actuary, Mr. Standen, to say that the company is an easy one for agents to work for, and that the future will witness even greater surplus earnings than in the past. Such extra earning power is stated by authorities to be equal to a reduction of thirty per cent. in the cost of life assurance. It is very evident that the Great-

West-Life has secured a strong hold upon the confidence and good-will of insurers. And with the growth of our great west, and a continuance of the energetic management and judicious and lucrative investment it is bound to be one of the famous institutions of newer Canada.

#### BANK OF NOVA SCOTIA.

On Wednesday, 19th February ult., the annual meeting of the Bank of Nova Scotia was held in Halifax, the president, Mr. John Y. Payzant, in the chair. After the report and statement for 1901 were presented and adopted (the figures of which have already appeared in our columns), Mr. McLeod, the general manager, gave an exhaustive and interesting address, containing suggestions, which were received with marked approval by shareholders, and are of moment to the bankers and financial people of Canada. We are able to lay this address before our readers this week. The gentlemen whose names follow were elected directors for the ensuing year, viz.: Messrs. John Y. Payzant, Charles Archibald, Robert L. Borden, George S. Campbell, J. Walter Allison, Hector McInnes. The directors re-elected Mr. Payzant to the presidency, and Mr. Archibald to the vice-presidency.

#### QUEEN CITY AND HAND-IN-HAND.

The first mentioned of these Toronto fire insurance companies shows a profit on last year's business of \$19,595. This on an income of some \$50,000, representing risks to the aggregate of roundly four millions of dollars. The other made net earnings of \$13,500, on a business of three millions at risk. Both declared dividends, as they have steadily done since they were founded, the one at the rate of 25 per cent. on its original paid capital, the other at 10 per cent. In thirty years the Queen City Company, with originally only a ten thousand dollar capital paid up, has accumulated profits to the extent of \$175,000, besides adding \$40,000 to its paid up capital; while the Hand-in-Hand, a stock and mutual company, has in a shorter period stored-up at the credit of contingent fund, \$53,000.

It is impossible, when looking at such pleasing results as these, during a period when the complaint has become common that there is no profit in fire insurance, not to ask the reason or reasons for this continued success. Messrs. Scott & Walmsley have furnished the answer in the reports of their various underwriting companies for past years. "Care, Order and Cleanliness," is the motto of the Millers' and Manufacturers' Company. "Care and discrimination in regard to the hazards underwritten," is what the Queen City vice-president attributes the success of that company to. And rates adequate to the risk, with a rigid refusal of business which does not come up to their standard, is the firm and unyielding demand of this firm of underwriters. There is no secret therefore, as to the cause of such continuous prosperity. It is not luck; it cannot be immunity from the dangers that surround every company in Canada alike; it must be adherence to sound underwriting principles, insistence upon adequate rates, economy, and the refusal of undesirable business. Any company which will work on these lines ought to make money.

#### ONTARIO ACCIDENT INSURANCE COMPANY.

It appears, from the remarks of the vice-president at the annual meeting of this company, that it is true in accident assurance as well as other forms of underwriting, that companies are aiming to secure volume of business rather than sufficiency of rate. This policy does not last; assuming that it does not pay, it ought not to last. If there is, as there seems to be, some uncertainty as to the reasonableness of premiums now being charged, the sensible plan would be for accident underwriters to come together and agree upon what are adequate premiums. The company we have named has done an increased business during 1901, and its yearly premium revenue shows a rise to \$108,624 net. Out of this must come the very considerable sum of \$45,883 for agents' commission and general expenses, and \$52,056 of net claims. There is, however, nearly \$10,000 profit on the year, of which dividend, reserve and