

# The Chronicle

Banking, Insurance & Finance.

ESTABLISHED JANUARY, 1861

PUBLISHED EVERY FRIDAY

Vol. XXXII. No. 33

MONTREAL, AUGUST 16, 1912.

Single Copy 10c.  
Annual Subscription \$3.00

## THE LIFE UNDERWRITERS' CONVENTION.

MONTREAL, the metropolitan city of the Dominion, will welcome with open arms next week, the delegates who from east and west come to the fifth annual convention of the Life Underwriters' Association of Canada. The arrangements made both by the executive of the Dominion Association and by the Montreal Association promise a gathering which will be the most successful of any of the conventions that have yet been held by the Life Underwriters, and it is THE CHRONICLE'S pleasure to express the hope that each of the delegates will find his visit as pleasant and profitable an experience as anything in this line that he has ever enjoyed.

ITS UTILITY. **I**T will be noted that we say profitable as well as pleasant, and that for the very good reason that the convention is not a mere junket. On the contrary, it meets with serious intentions and aspirations of service to the insurance man in the field, and to the business of insurance as a whole. It is true that the social side of the gathering will not be neglected—Montreal hospitality has seen to that. But the rule of the convention is business first, and the detailed programme which is printed elsewhere, shows the practical and inspirational character of that business. The subjects of discussion are all live topics; the special speakers, insurance executives and others—men like Mr. Haley Fiske, of New York, the Hon. W. T. White, etc.—who can not only speak, but speak with authority on their respective subjects. The result should be, and, we doubt not, will be, that every delegate will go back from the conference, not only freshly inspired, but brim-full of new ideas, which will not only widen his horizon but be of practical service to him as he buckles to again at his work in the field.

THE ASSOCIATIONS' WORK. **T**HOSE who have followed the course of the insurance business in the Dominion at all closely during recent years will be familiar with the good work which has been accomplished by the Association movement in Canada during its comparatively short life. In bringing together the agents of the various companies, it has not only produced good feeling where, under other circumstances, there might easily be nothing but bad feeling, but it has accomplished good, solid work in the raising of the standard of insurance field representa-

tion, in stopping "twisting" and the like and in helping forward the social service side of insurance. So much it has already to its credit, and with the excellent spirit that animates alike the executives both of the Dominion and the local associations it is reasonable to anticipate that the immediate future will see not only a great extension of the movement, but a very large widening and intensifying of its interests with results that can hardly fail to be beneficial to the business of life insurance in Canada. For our own part, we are particularly glad to note that prominence is being given at the present convention to the subject of the insurance companies and social service, and that a speaker so eminently qualified as Mr. Haley Fiske has been secured to deal with it. Of the important part which social service will play in the insurance operations of the future, it is at the moment not necessary to speak. What is of moment at the present time is that insurance men in the field should appreciate its prospective importance and should become fully acquainted with the opportunities which they have of rendering that service. That many are aware of the opportunities and of the importance of their being taken advantage of is shown by the action along these lines, which several of the Associations have already initiated. The stimulus of Mr. Haley Fiske's address will no doubt result in further action.

## THE CONVENTION AND MONTREAL.

**W**E do not propose to weary our visitors here by placing before them a bewildering array of statistics regarding the city in which they meet. If they are our frequent visitors they will be aware of the rapidity with which the city is developing, and of the importance, and quickly increasing importance, of its manufacturing, commercial and financial operations. If they are not frequent visitors, they will find on every hand, as they go about the city, the evidences of activity, and even our visitors from the young and enthusiastic west, will be fain to confess, when they have made our acquaintance, we fancy, that here in this city of Eastern Canada, we are managing to "keep our end up" pretty well in the task of development and upbuilding that is being undertaken in Canada from sea to sea. With a present population of 600,000, we look forward confidently to the time—and that at no distant date—when Montreal will have entered the "million class" of the cities of the world. Not perhaps before the convention comes again, because we hope that every member of the convention will find the present gathering so pleasant and profitable that he will want to come to Montreal again soon.