

Mr. Mackenzie in being here to-day. Connected as I have been in many ways with Mr. Mackenzie, and especially in the early days of the company, I know of the interest he has manifested in its welfare, and of the efforts he has always made to advance its interests. Although not so able as formerly to work physically, his brain is as clear as ever, and his advice and counsel continue to be of the greatest advantage to the company. I am debarred from saying all I would like to say about Mr. Mackenzie owing to his presence, as it might appear like flattery, and that is an article our chairman never dealt in. He believes in just what he is himself, the solid honest man, who does his duty nobly in the sight of God and fears no man, and, gentlemen, I am sure you will all join me in the sincere hope and wish that our honored president may be spared many years to be present with us on these anniversaries.

Mr. Vice-president Blaikie intimated at this point that the Hon. Attorney-General Mowat exceedingly regretted his inability to be present to-day, being hindered by illness, as it would have given him extreme satisfaction to be with us and unite with the others in congratulating his much esteemed and honorable friend, the Hon. Alexander Mackenzie, on attaining his seventieth birthday, and wishing him many days of happiness and usefulness, crowned with Heaven's richest blessings.

Dr. Carlyle, auditor of the company, said: I consider it a pleasure to have an opportunity of making a few remarks about the financial statement before us. It is a plain, easily mastered one. I think it fully establishes the wisdom of the policy that has been pursued by the management of the company from its very inception. I see in it the fulfilment of the old adage that "Honesty is the best policy." I think we may fairly infer from this statement, that there are still a large number of our people who place a high value on integrity of character and uprightness of conduct. With reference to the annual statements that are at this season of the year engaging the attention of so many, what are their salient points? The chief elements are—the profits and the available assets on which the profits are based. As to this statement before us I need say nothing about the profits; they are evident to all and I assume, abundantly satisfactory.

What about the assets of the company? Are they such as to be relied on if the money were to be required at once? There is the cash on hand and in the banks, immediately available—then there is the amount loaned on stock. This can be obtained at once, for the stocks are first-class and the margins large. The debentures, if placed on the market to-day, would bring a larger sum than their stated value. Finally there is the large amount on mortgages on real estate. From the care exercised in selecting these loans, from the rate per cent. which they bear and from the very small amount of overdue interest, I think there are institutions in this city that would readily take them at a premium.

Thus, gentlemen, I confidently claim that the cash, the loans on stock, the amount in debentures and in mortgages, are all immediately available assets. A more satisfactory or less faultless financial statement could scarcely be expected—good profits and large assets, the cash for which could at once be obtained if required. As your auditor, gentlemen, it was my duty to see that the securities for these large amounts were really in the possession of the company. The mortgages, the debentures, the stock-scrip, the cash on hand, all were examined and found correct—not one was missing. These are my reasons for considering it a pleasure to speak in the strongest possible terms of the highly satisfactory character of this annual statement.

Dr. Thorburn, the medical director, in acknowledging the thanks of the meeting, said, that so far as his department was concerned, he was pleased to be able to report that the net death losses for the year were exceedingly light, being less than those for 1890. The greatest possible care had been exercised in the admission of only first-class lives, and to this fact, together with the excellence of the company's local medical examiners, can be attributed in a great measure the favorable mortality the company has enjoyed for the past eleven years. Since the company's organization he had personally examined the applications received, and had therefore individual knowledge of every risk carried by the com-

pany, and could testify that only those lives which experience and observation had taught to be desirable, had been accepted. He especially referred, in his report, to the prevailing epidemic, "La Grippe," which has so far baffled the skill of the profession to a great extent, and which seems to differ from all previous epidemics in selecting a course of its own, and taking its victims from all classes of society and at all ages. The disease frequently leaves the lungs in such a state that pneumonia follows, and in some instances the vitality of those affected is lowered to such an extent that the tubercular virus finds an easy prey in them; in other cases, kidney disease, namely, albuminuria, is manifested.

Replying to a vote of thanks passed to the local managers, inspectors, and agents of the company, Mr. T. B. Lavers, provincial manager, of St. John, N.B., said that he was proud to say the North American stood very high with people in the Lower Provinces. It was recognized as a first-class company, under excellent management, and with plans unexcelled by any other institution. Everywhere he met with congratulation on the high reputation borne by the company for the prompt manner in which it had always paid its death losses; and to an agent in the field this meant a great deal more than those inside an office perhaps understood. In comparing the position of the North American with that of other leading companies, he showed how in many ways its position excelled the others, and this was notably so in the profits paid on 10-year investment policies that matured last year. He expressed the utmost confidence in the company and promised largely increased results from his field this year.

Dr. Ault, manager for the Province of Quebec, said: The statement showed the company to be in such a splendid position that he felt confident it must aid them all in their canvass this year. The solidity of the company was beyond question and its large surplus demonstrated that it was an advantageous institution for policy-holders. He felt they could all go back to their work with renewed confidence and with greater determination to increase the business of the past year.

Mr. W. Hamilton, inspector, Toronto, said he had taken the opportunity to compare the cost of the business with that of the leading American companies, and found it was exceedingly favorable to the North American. He might mention that the figures of the American companies were taken from the *New York Spectator*, and were therefore reliable so far as those companies were concerned. He made a number of other comparisons with the same companies, and found in each instance the ratios, whether referring to interest earning, mortality, relative surplus, etc., all tended to show that the North American was a more desirable company for policy-holders than those named.

The usual votes of thanks were passed.

At a subsequent meeting of the newly elected directors, Hon. A. Mackenzie, M. P., was unanimously re-elected president, and John L. Blaikie, Esq., and the Hon. G. W. Allan, vice-presidents.

TEMPERANCE AND GENERAL LIFE ASSURANCE COMPANY.

The annual meeting of this company was held on the 26th January, 1892, in the offices of the company, Toronto, Hon. G. W. Ross, president of the company, in the chair. The annual report was submitted as follows:

REPORT.

In presenting you with the sixth annual report and financial statement of the company, your directors have pleasure in calling your attention to the fact that material gains have been made during the past year in every important feature of our business.

One thousand four hundred and seventy-six applications for \$1,783,000 of insurance were received. Of these, 1,268 for \$1,498,000 were accepted and policies issued. At the end of the year 1,239 policies for \$1,464,000, were reported as having been placed, and 29 for \$34,000 as not having been taken up. In order to maintain the high standard of our business, 161 risks for \$213,000 were declined, and final action had not been taken on 47 applications for \$72,000, owing to the information given by the applicants or medical examiners having been insufficient for our purposes. Most of

these deferred risks have since been accepted and placed on our books.

Our insurance in force at the end of the year was \$4,068,271 under 3,000 policies on 2,810 lives, being an increase of \$584,268 of insurance, 555 policies and 534 lives during the year.

The classification of our risks is as follows:—

In the Temperance Section there are 2,272 policies for \$2,804,224.

In the General Section there are 728 policies for \$1,264,047.

Our cash income for the year for premiums and interest was \$96,875.93, being an increase of \$14,037.62 over that of the previous year.

Our assets for the protection of policy-holders were \$195,212.86, and our liabilities \$112,661.10, as shown by our last year's report, and in this year's financial statement they are respectively \$238,695.72 and \$148,714.64, which gives us a surplus for the protection of policy-holders of \$89,981.08, being an increase of \$7,429.32 after eliminating all doubtful assets.

Our death losses for the year were \$19,000 under eleven policies on ten lives. Of this amount \$2,500 was re-insured, making our net losses \$16,500 for the year. Our net death losses were, therefore, four lives per 1,000 of average number at risk and \$4.37 per \$1,000 of average amount of insurance in force during the year. This is a continuance of the remarkably favorable mortality which the company has always experienced, and well indicates the high character of its risks.

Our plans of insurance and policies continue to meet with great favor. Our ordinary life policy is exceptionally popular, as it deserves to be, from its great liberality and safety and its strictly equitable character. We believe this policy is the safest and best policy for insurers generally, and that it fulfils the primary and principal object of life insurance—protection for the home—in a greater degree than any other policy in existence.

Your directors have great pleasure in again bearing testimony to the faithfulness and efficiency with which the various officers and agents of the company have discharged the duties devolving upon them.

A careful and complete audit of the books and accounts and detailed investigation of all securities and papers in connection therewith, except such as are vouched for by the Insurance Department, was made independently and reported upon by both your auditor and the auditing committee of the board. Both reports express satisfaction and will be found appended to the financial statement.

By section 9 of the Act of Incorporation all the directors retire, but are eligible for re-election.

GEO. W. ROSS,
President.

Receipts.

| | |
|---|--------------|
| Cash on hand and in bank December 31, 1891 | \$ 13,372 65 |
| <i>Income.</i> | |
| Premiums, \$90,180.56 ; less paid for re-insurance, \$1,266.66 | \$88,913 90 |
| Interest | 6,695 42 |
| | 95,609 32 |

Sundries.

| | |
|---|--------------|
| Bills receivable | \$ 318 80 |
| Received on mortgages ... | 3,000 00 |
| Debentures matured | 2,370 74 |
| Received on debenture premium account | 222 45 |
| Received on agents' ledger balances | 146 61 |
| Received for rents for 1890 | 500 00 |
| | 6,558 60 |
| | \$115,540 57 |

DISBURSEMENTS.

Investments.

| | |
|------------------------------------|--------------|
| Debentures purchased .. | \$12,242 69 |
| Loaned on first mortgages | 12,445 00 |
| Loaned on company's policies | 321 74 |
| | \$ 25,009 43 |

Expenses.

| | |
|--|-----------|
| Commissions and salaries to officers and agents | 27,104 89 |
| Office furnishings, care of office, audit, gas, telephone, etc. | 657 42 |