

end of the year being \$52,626,021, the premiums received \$404,544, and the losses paid \$334,930.

In the life branch, the Company continues to report increased success. Excluding assurances obtained from its arrangement with the Civil Service Assurance Society, which resulted in \$649,210 of new business, there were issued 1674 policies assuring \$6,591,165, the new premiums on which amounted to \$215,650. The premium receipts were \$3,211,465, and the total income nearly reached \$4,500,000; after disbursing \$2,518,440 for death and maturity claims, and \$147,610 in other ways to policyholders and paying all expenses, the handsome addition of \$1,833,410 was made to the life fund, increasing it to \$31,892,110. In the annuity branch like progress was made; the sum of \$1,352,605 being received as purchase money as well as \$8,365 in premiums, and the fund advancing from \$7,352,905 to \$8,223,315.

The general balance sheet shows that the paid-up capital and fire assets aggregate \$16,773,085, the life and annuity assets \$41,103,280, giving a grand total of \$57,876,365. Of this amount nearly \$5,000,000 is invested in Canada in real estate, loans thereon, stocks, bonds, etc., showing in a practical way the confidence the Company has in Canada as a field for insurance and the investment of capital. With such a stake in this country, and an enviable record for honorable dealing, liberal treatment and progressive methods, the Company well deserves the patronage and popularity it has won in the Dominion. To its capable and popular managing director, Mr. Thomas Davidson, the Company owes much of its local progress and popularity. The managing director has an able lieutenant in his son, Mr. Randall Davidson, who is superintendent and acting manager during his father's absence.

#### THE AMERICAN UNION LIFE INSURANCE CO.

It is announced that the above company has been organized in New York with a capital of \$500,000, and is expected to commence business as we go to press. Mr. P. B. Armstrong, its organizer, who is well known for his exploits in the fire insurance world, will be the company's president, and Mr. Michael Shannon, deputy superintendent of the Insurance Department, has resigned his position to take office as first vice-president. The first gentleman is the personification of energy, and the latter of assurance experience and ability; and if the personnel of the other members of the managing body be in keeping, the company will have one of the strongest administrative teams on the continent. Mr. Armstrong is reported to be backed by the following array of gentlemen as directors: M. M. Belding, of Belding Bros. & Co.; Eberhard Faber, pencil manufacturer; Henry L. Wardwell, of McIntyre & Wardwell; John D. Godwin, of Rich. Godwin & Sons; A. J. Pouch, of Standard Oil Co.; Charles L. Whitney, of J. F. Whitney & Co.; H. B. Slaven, capitalist; W. N. Coler, jun., of W. N. Coler & Co.; Hon. Allen Haley, capitalist, Windsor, N.S.; Edward Kelly, of Eugene Kelly & Co.; W. E. Uptergrove, of W. E. Uptergrove & Brother; J. S. Nugent, treasurer National Paper Box

Co.; Edmund Dwight, jun., manager Employers' Liability Co., London; Wm. Creighton, of Creighton & Bunch; Theodore Berdell, of Consolidated Kansas City Smelting & Refining Co.; Charles W. Tripler, New York; Otto T. Barnard, president Continental Trust Co.; J. H. Staats, of R. P. & J. H. Staats; Jas. J. Phelan, dock commissioner; Hon. Hugh J. Grant, ex-mayor of New York; Robert Hewitt, president Gauzevoort Freezing & Cold Storage Co.; John M. Harlan, Chicago; D. G. Ambler, banker, Jacksonville, Florida; L. H. Hole, president North American Loan & Trust Co., Chicago; Clark Varnum, Chicago; John Harlin, of McNab & Harlin Manufacturing Co.; Edward G. Burgess, president New York Grain Elevating Co.; Albert H. Brown, of Vernon H. Brown & Co.; J. Romaine Brown, of J. Romaine Brown & Co.; Francis H. Wilson, counsellor at law; Horace Jones, New York, and Andrew D. Rogers, jun., of Rogers & Pyatt. Handsome home offices have been secured in the New Continental Insurance Company's building in Cedar Street. According to Mr. Armstrong's preliminary prospectus issued last year, the distinctive feature of the American Union is to be cheapness of rates. Renewable term business is to be cultivated, and ordinary and limited premium life policies will be issued at the reduced rates adopted by the Mutual Life of New York for a short time, but abandoned many years ago. The idea of granting assurance at an approach to cost price is not a new one; it is doubtless attractive enough in theory, but the task is a somewhat difficult and dangerous one to accomplish in practice. If all the factors which enter into a life company's business could be computed with exactness, the problem of granting assurance at cost price would be merely a simple mathematical one; but unfortunately none of them are under complete control, and some of them are absolutely beyond it. Hence the necessity for allowing a liberal margin to provide for contingencies, not to speak of errors of judgment. Safety, after all, is the main consideration in life assurance, and it is better to err well on the right side than to run any possibility of risk in hitting or missing the exact mark aimed at. Mr. Armstrong is reported to have secured applications from 1,000 charter members for assurances aggregating \$14,085,000 and producing a premium income of \$325,000. The company, therefore, commences its ambitious career with an assured footing and a promise of rapid growth, and if Mr. Armstrong will devote his attention to building up its resources by sound methods and friendly rivalry, the American Union will in due course take a prominent place among American Life assurance companies. It is said that the company will probably enter as a competitor in the Canadian field, and in view of Mr. Armstrong's characteristic enterprise we would not be surprised if the rumor proved to be well founded.

**The London & Lancashire Life Assurance Company.**—The Directors' report, which was omitted in error in our last issue, appears on another page of this number, and, as already stated, shows that the Company had a very satisfactory statement to make for the past year, in spite of the trying times experienced in the Old Country.