

### CONTINENTAL OF NEW YORK AND FIDELITY PHENIX OPEN HEAD OFFICE FOR CANADA.

The Continental Insurance Company of New York and the Fidelity-Phoenix Fire Insurance Company of New York, together with their Underwriters' Agency, the Fidelity Fire Underwriters, opened on February 1st a head office for Canada at 17 St. John St., Montreal, under the management of Mr. W. E. Baldwin, who has been in charge of the Canadian business at the head office in New York for some time.

Mr. Joseph Rowat who has hitherto been in charge of the Companies' business for the Province of Quebec has been appointed assistant manager.

Mr. Baldwin has sixteen years' experience to his credit in the Canadian field in fire insurance, and is thoroughly conversant with conditions from the Atlantic to the Pacific. This, together with his wide acquaintance among agents, will be of considerable advantage in furthering the interests of his Companies' business throughout the Dominion.

The Continental sixty-third annual statement at January 1st, 1916, shows total assets \$31,889,091, and a surplus to policyholders, including \$10,000,000 paid up capital, of \$20,462,343, while the annual statement of the Fidelity-Phoenix at 1st January, 1916, shows total assets of \$17,859,148, and a surplus to policyholders including \$2,500,000 paid up capital, \$8,783,461.

Both the above statements are exceptionally strong and should be very attractive to agents and the insuring public throughout Canada.

Mr. A. McLean Ballard, hitherto special agent for Quebec, will be transferred to Halifax to look after the joint interests of the Companies in the Maritime Provinces and Newfoundland.

Mr. Harry Howes who has heretofore been in charge of the western field for the Continental and Fidelity Underwriters will be transferred to Vancouver to take charge of the joint interests of the Companies in British Columbia.

### MR. E. V. CHAPLIN.

The many friends of Mr. E. V. Chaplin in Montreal and elsewhere in Canada will be glad to hear of his promotion to the position of assistant secretary at the head office of the Phoenix Insurance Company of Hartford. Mr. Chaplin was born in Montreal, where he commenced his business career with the Imperial Fire of London, England. He entered the service of the Phoenix of Hartford in 1894, at Montreal, and some time afterwards became the company's inspector in Canada, which position he filled for many years. In 1909 Mr. Chaplin was offered and accepted the position of auditor at the home office in Hartford, from which important position he has taken a step still higher as stated above. During his residence in Canada, Mr. Chaplin made many friends in different parts of the Dominion, who continue to esteem him for his many sterling qualities and who will no doubt follow his career with interest in the high appointment he has just received, and join THE CHRONICLE in wishing him continued success.

A New York apartment building insured for \$2,750,000 has just had a \$100 loss. Each company interested paid a trifle over .003 of the face of its policy.

### PERSONALS.

Mr. Frederick G. Dunham, Chief of the Liquidation Bureau of the New York State Department of Insurance, has been appointed Attorney of the Association of Life Insurance Presidents. He succeeds Mr. Alfred Hurrell, who resigned last spring to become Associate General Solicitor of the Prudential Insurance Company.

Mr. W. E. Gray, general manager of the Employers' Liability Assurance Corporation, Ltd., writes that every man of military age on the staff (both permanent and temporary) of this Corporation, throughout Great Britain—at the Head Office and twelve branch offices—has enlisted in the forces or has offered himself for enrolment under Lord Derby's scheme.

Mr. C. W. I. Woodland, manager of the Employers' Liability Assurance Corporation, Toronto, was in Montreal this week. He reports business good in the Queen City. Mr. Woodland's frequent visits to the Metropolitan City have been the means of keeping him familiar with business conditions here which he considers are most satisfactory. As an instance of Mr. Woodland's perspicacity where business is concerned, we may mention that a representative of THE CHRONICLE had the opportunity of observing him enter one of our leading mercantile houses this week in company with one of his most astute colleagues, and secure a most excellent risk—to the consternation of his colleague, who got nothing.

### ROYAL EXCHANGE ASSURANCE.

We have received a copy of the current issue of the Royal Exchange Assurance Magazine. As is customary, considerable space is devoted to staff doings in connection with the war. Those connected with the Corporation on war service now include four directors, five local directors, and 264 members of the staff, of whom 99 are officers and 165 rank and file. The death list is now ten. Other contents of this Magazine are at the usual high and interesting level.

### PRUDENTIAL OF AMERICA.

The Prudential of Newark, N.J., reports for the year 1915 insurance issued and revived (paid-for basis) of \$581,090,889 compared with \$518,963,821 in 1914. Of this total \$385,577,476 was industrial and \$195,513,413, ordinary. The insurance in force at December 31st was \$2,810,080,324, compared with \$2,592,478,248 at the close of 1914. Of the 1915 total, \$1,695,288,349 was industrial and \$1,114,791,975 ordinary. The industrial expense rate is reported as the lowest in the company's history, and the average earnings of the field force as the largest in the company's history.

### CANADA'S WAR EXPENDITURE.

The war expenditure of the Dominion during the month of January amounted to \$12,237,788, compared with \$19,233,943 in December. The total of the Dominion's war expenditure during the fiscal year to date (10 months) is \$97,986,687, which, added to the war expenditure in the preceding fiscal year of \$60,750,476 makes a total war expenditure by the Dominion to January 31, 1916, of \$158,737,163.