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OUR INSURANCE MANAGERS

Nos. 24 & 25.



EDWARD A. LILLY,
Canadian Manager.



GEORGE H. MARKS,
United States Manager.

OF THE

LONDON ASSURANCE CORPORATION.

THE
Insurance and Finance Chronicle.

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**THE LONDON ASSURANCE CORPORATION,
 AND ITS AMERICAN MANAGERS.**

That this institution is an old and a strong one is well known in a general way, but that its incorporation dates back to the time of King George the First, a period of 170 years, may not be commonly realized. In 1720 the London Assurance was incorporated by royal charter from King George the First for the "assurance of ships, goods and merchandises at sea or going to sea." About a year later another royal charter was granted the "London Assurance of Houses and Goods from Fire," which authorized it to grant assurances upon lives and also against casualties from fire. Various acts of Parliament regulating these two corporations were passed from time to time, until a final amalgamation took place, and the stock was consolidated into one capital stock. For more than a century and a half the old London Assurance has been a conspicuous landmark in the insurance and commercial world, transacting the triple business of Fire, Marine and Life insurance.

As becomes its age and experience, the London Assurance is exceptionally strong, and its business managed so as to yield a fair profit on each year's transactions and add to its large accumulation of funds, which now amount to more than \$18,000,000. The subscribed capital is nearly four and half millions of dollars, of which \$2,241,375 is paid up. It has in funds belonging to the life department \$9,927,355, and to the fire and marine departments \$3,525,485, while there was a general reserve fund of \$1,550,000 at the close of 1889. Something of the magnitude of its business may be seen when we state that during 1889 its total income amounted to over \$4,380,000, of which \$1,923,305 was from fire and \$1,167,410 from marine premiums.

For many years the company has transacted business both in Canada and in the United States, where its large business and honorable dealings have commended it to the public confidence. In Canada the corporation has been successfully represented for more than twenty-five years, and under its new manager will doubtless enjoy increased prosperity. It commenced business in the United States in 1872, and has continued to hold a prominent place among the foreign companies, collecting since then in premiums \$9,924,309 and disbursing \$5,706,929 for losses, confining its operations exclusively to the fire branch of the business.

GEORGE H. MARKS.

In this connection it will be of interest to make brief mention of the present manager of the United States Branch of the London Assurance, Mr. Geo. H. Marks, with headquarters at New York.

Mr. Marks is of English parentage, having been born in London in 1859, and is the son of Mr. T. Septimus Marks, the fire manager in London of the Liverpool and London and Globe. He was thus born into the insurance fraternity, and very appropriately and naturally we find him at an early age actively engaged in a responsible position in the insurance business, having been appointed in 1880 as surveyor for the London Assurance Corporation. Previous to this appointment he had served for some time in the ranks of the Northern Assurance. Such was the satisfactory manner in which young Marks performed his duties with the "London" and the confidence with which he was regarded, that in July, 1885, he was sent by the company to New York as assistant to United States Manager J. M. Duane. Here his industry and good judgment speedily won the favor of his superior who was not slow to recognize merit, and very naturally when in Oct., 1887, that gentleman resigned to accept a position as the head of the Philadelphia house of a large firm, Mr. Marks was promoted to the vacated managerial position, which he has since occupied with marked credit to himself and with profit to the company. We need hardly say that Mr. Marks is comparatively a young man to hold such an important position, being, we believe, the youngest United States manager of any of the foreign companies, but here, as elsewhere, demonstrated ability to do good work continuously counts for more than mere years. Mr. Marks is popular among his underwriting associates no less for his companionable qualities, which are of the best, than for the true merit which they know him to possess. While the London Assurance is so fortunate as to retain its present United States manager, there need be no anxiety with reference to the promotion of its interests.

EDWARD A. LILLY.

Edward Archibald Lilly is the third son of R. R. W. Lilly, Esq., Q.C., and was born at St. John's, Newfoundland, in July, 1856, where his early education was received. In 1871, at the age of 15 years, he entered the office of the Northern Assurance Company's agency in that city, where he soon became familiar with the details of the business, and was commended by his employers for his progress. Some three years later he came to Montreal and entered the service of the Phoenix of London under its late manager, Mr. James Davison, remaining about nine months, when he joined the staff of the Royal in a junior capacity, successively rising to more important positions from time to time. Here Mr. Lilly remained for about eight years, and received most valuable training under the supervision of that accomplished underwriter, Manager Tatley, and where he performed his duties with commendable credit to himself and to the satisfaction of his superior.

In 1883 Mr. Lilly accepted a responsible position in the office of the Guardian of London at Montreal, where he rendered nearly seven years of service as manager for the general agents Messrs. Denholm & Simms. How well the company progressed during his connection with it may be seen by the following premium receipts for the years named :

Year.	Premiums.	Year.	Premiums.
1882.....	\$71,095	1886.....	\$150,430
1883.....	97,785	1887.....	162,569
1884.....	143,518	1888.....	179,806
1885.....	150,313	1889.....	190,565

In January of this year the position of Dominion manager for the old London Assurance having become vacant, Mr. Lilly, upon the recommendation of United States Manager Marks, was selected from among several worthy aspirants for the place, and enters upon his duties at this time, April 1st. Very naturally, his friends feel sanguine as to the success of his administration, which is undertaken under favorable auspices. To his work the new manager is able to bring the experience of many years in the service of most excellent companies, joined to quickness of perception, habits of industry, good judgment and geniality of disposition. Mr. Lilly is popular with agents and esteemed by his underwriting associates generally, who, with the INSURANCE AND FINANCE CHRONICLE, wish him abundant success in his new field.

Editorial Paragraphs.

BLESSINGS IN DISGUISE are what underwriters are beginning to regard the destructive fires of last year upon the Pacific Coast. In his address before the annual meeting of the Fire Underwriters' Association of the Pacific Coast, held in San Francisco recently, President Edwards, after referring to the large increase noticeable this year in the premium income, said: "More than this, and better than this, is the general improvement of fire departments and water supplies all over the Pacific Coast, which followed the conflagrations. With the fiery experience of the Northwest fresh in the minds of the people—and with the aid of the pink slips—the local authorities in many instances have bought fire-extinguishing apparatus, passed building laws, created new reservoirs, extended fire limits and substituted paid for volunteer departments. We have reason to believe that these improvements have already prevented many fires which otherwise would have been serious under the old neglectful system." The people of the Canadian Northwest will do well to heed the lesson of the Pacific Coast fires and what has followed. The present complaint about high insurance rates would disappear with the reduced rates which the companies would be only too glad to make, if the towns there, taking time by the forelock, would do just what the towns above referred to were compelled to do after instead of before they were so nearly destroyed.

THE EFFECT OF improved sanitary regulations in Great Britain and in America, during the last few years,

is seen most clearly in the mortality records of several large cities and towns in both countries, as compared with former years. London, with its more than 4,000,000 of crowded population, affords a striking illustration of our statement. The statistics of the registrar general's office show that previous to 1885, the death rate of London had never fallen below 20 per 1,000, and had usually been much above that rate. During 1885, '86 and '87, the rate was respectively 19.8, 19.9 and 19.6, while in 1888 it was further reduced to 18.5. But 1889 shows a still further reduction of one per cent., the rate for the year being 17.5, and the lowest rate ever experienced since mortality records have been made. England and Wales—that portion of Great Britain having the lowest death rate—have 1,600 sanitary districts with supervising health officers, all, or nearly so, appointed within the past fifteen years, and to the improved sanitary regulations adopted and enforced therein belong the credit of the reduced mortality. No other perceptible reason exists. The rapid progress of medical science and the diffusion of general intelligence among the people are becoming potent factors in the conservation of human vitality.

THE PRACTICE SEEMS to be quite common on the part of life assurance agents, when filling up the application of the insurant, to ignore any assurances which he may have in assessment associations in answer to the question: "Has the said party any other assurance on his life?" While the agent may, very correctly we think, regard a certificate in one of the associations referred to as lacking the elements of true assurance, viz., responsibility and certainty, some of the courts hold differently. Not long since the Supreme Court of the State of New York, in the case of *McCullum vs. the Mutual Life Assurance Co.*, decided that the applicant, though acting under the advice of the agent in omitting mention of his assurance in co-operative companies, had falsely answered, and his policy was, under its conditions about true and full answers in the application, void. The court held that, first, the agent had no authority to make representations waiving the answers as required in the application, and, second, that the co-operatives were recognized by the laws of the State as authorized assurance associations. On the other hand, a case, substantially the same, was decided a few months ago in the United States Supreme Court exactly the contrary way. By this decision it was held that the act and instructions of the agent bound the company, and that the word "assurance" in the question about other assurance, etc., might be interpreted according to what kind of life assurance the applicant and the agent had in mind at the time the application was made. We are not aware that this question has ever been passed upon by any of the Canadian courts.

ACCIDENT INSURANCE HAS grown to large proportions during the past decade, and bids fair to grow on growing as the public become more and more acquainted with its practical benefits. We say

fair to keep on growing, because we believe that a majority of the managers of the various accident companies on both continents are wise enough to profit by experience, and to adjust their policies to meet the general demand for accident insurance simple as to conditions and free from ambiguity. That such is not the case at present is not strange, for in the absence of recorded experiences this new business—for it is comparatively a new one—had to assume a schedule of rates, and make conditions which if erroneous should err on the side of safety. Already all the companies have modified their first plans and methods materially, but there are still ambiguous features and stringent conditions in most policies which ought not to be there. Strictly interpreted, if a man with an ordinary accident policy in his pocket is killed or injured in passing from one car to another on a railway train, or walking on business along the street is shot by a highwayman, or is intentionally injured by another—though himself blameless—in a railway smash-up or by other means, he cannot collect a farthing. That companies do not usually stand on technicalities does not signify. Let the thing which the company sells and which the buyer supposes he is buying be clearly “nominated in the bond.” We notice that at least two American companies have lately eliminated the restrictions about travel on cars, etc., and the arbitration clause, and made one or two other needed changes. We do not think they will long stand alone in their forward movement.

A FRENCH COURT has recently rendered a decision, which, if allowed to stand, will have an important bearing on the British and American insurance companies doing business in France. The circumstances of the adjudicated case referred to are set forth by the *Journal des Assurances* and are briefly as follows: The European manager of the New York Life died early in January last at Paris, whereupon the court appointed, contrary to the wishes and in face of the protest both of the heirs of the deceased and of the company, one M. Gautron to exercise the functions of what in this country would be called an administrator. This functionary at once demanded that the company render a statement of all monies due Mr. Homans at the time of his death. The company refused, on the ground that a person had already been appointed by a New York court, in which State the deceased was a citizen, and under whose authority the company was organized, to whom account should be rendered. The court, the *Tribunal Civil de la Seine*, decided that as the New York Life does not limit its assurances to those purely mutual, some being of a commercial character, therefore the company is a “commercial society,” and any contract between it and an employe is regulated by the *Code Commercial*, Article 634, even though the parties are foreigners. We are in the dark of course as to what kind of insurance issued by the above company is regarded by this French court as “commercial,” and therefore cannot fully judge of the absurdity of the decision until we gain fuller information.

COMMON SENSE APPLIED to the question of what shall be the scope of medical examinations for life companies is quite as valuable as when applied to any of the other features of the business. The practice has extensively prevailed heretofore of letting the medical officers of a company determine not only the general data necessary for the selection of safely insurable lives, but to formulate and amplify the questions to be answered by the applicant. The medical profession, like the legal, is full of technicalities and unproved theories, and these have too generally been lugged into the medical examination blank. Essential, knowable facts are one thing, and hair-splitting technicalities and queries about the unknowable are quite another. It does not require a medical mind, subsidized to one set of mixed facts and theories by long mental habit, to tell that some of the questions which an applicant for assurance in some companies is expected to answer are unnecessary and absurd. The everyday common sense of any intelligent man, who knows the difference between the spinal column and the jaw-bone of the human anatomy, can tell that. It is this common sense, working jointly with true medical science, that is busy in the directories of more companies than one at present reconstructing the medical examination blank. It is quite time.

IN CONNECTION WITH this tendency on the part of companies to simplify without reducing the real value of the medical examination, we present by way of contrast the ruminations of the purely medical mind. At a meeting of the Royal Academy of Medicine for Ireland recently, the president, A. W. Foot, M.D., read a paper on medical selections in life assurance, in which he said, as reported in the *Insurance Record*, that “he anticipated that ere long the companies would require information as to the condition of the retina, the state of arterial tension, the integrity of the various reflexes, the centesimal excretion of urea, the nutrition of nerves and muscles as estimated by electricity, microscopic details of urinary sediments, and a statement of the respiratory capacity,” and a lot of other things which we have neither space nor patience to mention. These are quite enough, and added to the schedule of subjects for inquiry at present in use by some companies, would require a professor from a medical college for examiner and a twin brother of patient Job for the subject, with unlimited leisure at the command of both. If the learned M.D. just quoted is right, it would be as well on the whole, perhaps, to have an *ante mortem* dissection of the applicant. That would be conclusive as to his condition present and prospective.

AFTER SEVERAL WEEKS of hostilities between the insurance commissioner of Massachusetts and the New York Life, peace has been proclaimed, and all in the heretofore murky atmosphere of Boston is serene. The famous brigade of fifty, which charged upon the New York's forces with its remonstrance columbiad, and the legal sharpshooters, fighting for lucre instead of glory, have gracefully retreated, the valiant commissioner

has sheathed his sword, the New York belligerent has hauled down its "combination policy" flag, and everybody is happy. The Boston press dispatches inform us that the company is to discontinue writing its "ordinary life combination policy" everywhere, and be again admitted to Massachusetts. The pending bill before the legislature, or rather its insurance committee, providing for appeal from a decision of the insurance commissioner to the Supreme Court by any foreign insurance company, is to be withdrawn, and a similar bill without the retroactive feature prepared and put through soon by Commissioner Merrill himself. We think the company has acted wisely in removing the bone of contention, and it is well that the other parties to the recent conflict have at last been mindful of the important interests of life assurance as a whole, rather than of special interests or personal prejudices.

THE "NEW BUSINESS" FALLACY EXPOSED.

The question has been somewhat frequently raised of late, as to the wisdom of the aggressive policy adopted by some of the life assurance companies in seeking new business. A few British companies, nearly half of those of the United States, and some of those of Canada have, during three or four years past, pursued a policy of vigorous campaigning, and have kept the agency engine constantly at high pressure. In the case of the United States institutions, where this pushing policy has been so general, the growth of the business has been enormous, the gain of assurance in force during 1888 having been three hundred and forty and a half millions in amount, and during 1889 over four hundred and sixty-one millions. In certain quarters it is claimed that this high-pressure plan is a bad one, and that slow-going conservatism is greatly to be preferred. But why? Is it claimed seriously that there are elements of peril to a company which adds twenty or fifty millions to its assurance in force which do not belong to a company which adds only one or two millions, provided equal care is exercised in the selection of risks?

The only objection so far raised which is really worthy of notice is on the score of expense. Comparisons are paraded to show that the relative expense of management of the pushing companies is considerably larger than that of the conservatives, and great emphasis is placed on this point as though it were a decisive one. Nothing could be more misleading, for of two companies, the one with an expense ratio to income of ten per cent. and the other of twenty per cent., the latter may be a good deal the best in every way. It sounds somewhat plausible as an argument against aggressive tactics to hear that as such tactics call for heavy expense—new business often costing twice the expense loading—profits belonging to the older policyholders are unjustly taken to help to make up this large expense. To those who are in the habit of looking on the surface, and who jump to conclusions when one side of a question is seen, the above reasoning may seem to have force. We propose in this article to show

that it is utterly fallacious. Fortunately for the settlement of this question, several of the United States companies have pushed to the utmost extent of their capacity for new business for four or five years past continuously, affording the data necessary to enable us to form reliable conclusions. From these companies we have selected the twenty having the largest amount of assets and assurance in force, dividing them into two groups of ten each. These groups we have called for convenience the "aggressives" and the "conservatives" respectively, the former representing those universally recognized as the "hustlers," and the latter the comparatively slow-going as to new business, though some of these habitually do a pretty fair amount of new business also. We invite attention to the following exhibit of surplus and total assets, with percentages, as important to our examination. The figures are from the statements of the companies themselves, as recently published.

Name of Company.	AGGRESSIVE COMPANIES.		Percentage Surplus to Assets.
	Total Assets Dec. 31, 1889.	Total Surplus. Dec. 31, 1889.	
Mutual Life.....	\$136,401,328	\$9,657,248	07.0
Equitable.....	107,150,309	22,821,074*	21.2
New York Life.....	105,053,601	15,600,000†	14.8
Northwestern.....	37,116,870	5,640,947	15.2
Ætna Life.....	34,805,819	5,745,091	16.5
Provident L. & T.....	16,897,867	2,451,358	14.5
Penn Mutual.....	15,174,078	1,894,668	12.4
Massachusetts Mutual....	10,415,817	857,342	08.2
National, Vt.....	5,971,506	921,820	15.4
Union Central.....	5,665,855	551,675	09.7
Totals.....	\$474,653,050	\$66,141,223	13.9
* Of which \$15,972,463 belongs to tontines.			
† \$7,705,053 belonging to tontines.			
Name of Company.	CONSERVATIVE COMPANIES.		Percentage Surplus to Assets.
	Total Assets Dec. 31, 1889.	Total Surplus. Dec. 31, 1889.	
Connecticut Mutual.....	\$57,874,972	\$5,530,000	09.5
Mutual Benefit.....	44,629,228	3,407,511	07.6
New England.....	20,660,562	2,555,769	12.3
Germania Life.....	14,825,966	1,124,007	07.5
Manhattan Life.....	11,729,400	1,043,225	08.9
Washington Life.....	10,073,371	402,547	04.0
Phoenix Mutual.....	10,019,728	534,800	05.3
Home Life.....	6,708,449	1,404,378	20.9
United States Life.....	6,325,060	707,256	11.1
Union Mutual.....	6,158,616	317,128	05.1
Totals.....	\$189,005,352	\$17,026,621	09.0

In the light of the above figures, what becomes of the theory that the companies pushing vigorously for new business are doing so at the expense of the older policyholders? It will be seen that, so far from the aggressive companies having used accrued surplus unduly for the business of 1889, they actually hold in trust for their policyholders about *five per cent.* more to their assets than the conservatives. In other words, if all the companies here named could cease all new business to-day and distribute their surplus to the members, those belonging to the first class would receive about thirty-six per cent. more than those in the second class.

In order to make the situation still clearer we pursue our analysis a step or two further. We shall show just what the death rate and the expense rate to mean amount of insurance in force has been, not for a single

year, but for an average of three years, viz. : 1887-88-89, with the two percentages combined for each class of companies. These two items of course practically represent the total disbursements of the companies, for the period considered. Here are the figures :

AGGRESSIVE COMPANIES.			
Name of Company.	Death claims to mean am't. of Assurance in force, 3 yrs.	Management expense to mean am't. Assurance in force, 3 yrs.	Expenses and Deaths combined for 3 yrs.
Mutual Life.....	1.54	1.03	2.57
Equitable.....	1.23	.94	2.17
New York Life.....	1.20	1.19	2.39
Northwestern.....	.95	.96	1.91
Etna Life.....	1.55	.87	2.42
Provident L. & T.....	.83	.78	1.61
Penn Mutual.....	1.19	.94	2.13
Massachusetts Mutual.	1.11	1.02	2.13
National, Vt.....	.94	1.09	2.03
Union Central.....	.61	1.83	2.44
Total averages....	1.26	1.02	2.28
CONSERVATIVE COMPANIES.			
Connecticut Mutual...	2.12	.80	2.92
Mutual Benefit.....	1.84	.65	2.49
New England.....	1.55	.70	2.25
Germania.....	1.54	.98	2.52
Manhattan.....	2.10	1.25	3.35
Washington.....	1.34	1.21	2.55
Phoenix Mutual.....	2.20	1.03	3.23
Home Life.....	1.44	1.14	2.58
United States.....	1.57	1.54	3.11
Union Mutual.....	1.64	1.15	2.79
Total averages....	1.83	.87	2.70

It is here demonstrated, as was to be expected, that the management expense of the first class of companies is greater than that of the second, the difference, however, being moderate. On the other hand, the percentage of death claims reveals a much greater difference in favor of the former, showing that the saving from a low death rate by reason of large new business addition, more than makes up for increased management expenses although it is unquestionably true that as the average age of the members in the conservative companies is greater than with those doing a large new business, a slightly higher death rate is not only allowable but to be expected in them. The difference in the expense percentages is .15 against the aggressives, while the difference in the death rate is .57 against the conservatives. In other words, the former paid for expenses \$10.20 on each thousand dollars of assurance in force, and the latter \$8.70, while for death claims the former paid \$12.60 on each \$1,000 in force and the latter \$18.30. Thus, the pushing companies paid \$1.50 per \$1,000 more for expenses, and \$5.70 per \$1,000 less for death losses. This looks very much as though it would be a good thing for their policyholders if the conservatives should speedily join the ranks of the aggressives. Another thing of considerable importance is to be taken into the account in this connection. It will be observed that in our second group of companies we have included some which have maintained considerable accessions of new business for three or four years, and one (the Manhattan) which did a large new business during the single year 1889; but had we made our comparisons between four companies (Connecticut, Phoenix, Germania and Union Mutual) doing no new business to speak of, and the four noted for being "hustlers" (Equitable, Mutual Life, New York and North-

western), we should have shown a still more marked difference in every way in favor of the aggressive companies. Judging from the actual experience during a period of three years, the question seems to be clearly settled that, so far from the vigorous campaigning for new business being objectionable, it is quite the reverse and may be commended, if judiciously conducted. At the same time we by no means approve of all the means which are adopted in some quarters to secure new business. It must not be forgotten that it is possible to pay too high a price even for gold. The censurable methods sometimes pursued by companies in the strife for first place are however a question to be considered apart from the present discussion.

THE ONTARIO TAXATION ACT.

An amendment to the Ontario assessment or taxation act is at present before the local house. Recent decisions by the courts in that province have been to the effect, that the various municipalities have, under the existing law, the power to levy an income tax on the total premiums received by each assurance company at the respective agencies. This would undeniably be a monstrous injustice, for of course the greater part of these premiums are at once paid out either in claims or expenses. To remedy this evil, the bill under consideration has been introduced. The taxable income of the companies according to its provisions may be briefly summarized as follows:—

- (1) Of companies whose head office is within the province of Ontario, the dividends which they may pay to shareholders.
- (2) Of other companies, "the amount actually received for premiums or risks effected at such branch or agency during the year then last past, less the actual cost of management and collection thereof, and the sums paid for losses during such year at such branch or agency."

This arrangement is in the main just, and with it all the offices have reason to be satisfied, with the exception of the outside life companies. Unless amended, the bill will do a great wrong to them, and the dangerous precedent of discrimination against non-provincial institutions will be introduced. As an illustration we would point out that the local companies will only pay on their dividends to stockholders, and that the taxable income of the largest Canadian life company will be only \$25,000. As a contrast to this the outside companies will have to pay on their total premium income in Ontario, deducting only claims and expenses. In the case of a Quebec company like the Sun, and of the British and American companies, the taxes will be levied on amounts varying from \$50,000 to \$200,000, and increasing yearly. This difference is strongly felt as a great hardship, and if it were to come to the ears of the Quebec government might perhaps even lead to reciprocal legislation in favor of the Quebec companies and those British offices whose business has been Canadianized with headquarters in Montreal. This course would only be in accordance with the practice which is almost universal in the United States. At the same

time we entirely absolve the Ontario companies from any desire to act unfairly to their sister institutions, although it might have been desirable for the Fire Underwriters Association to have admitted the life men to their councils at an earlier date, and this difficulty would probably then have been avoided by the insertion of a proper clause in the original draft of the bill.

The plea of the outside life companies is that the portions of their premiums which the laws of the Dominion compel them to be set aside as reserves or liabilities should not be taxed. These amounts are not profit. They do not belong to the companies, but are held in trust by them until they are returned to their policyholders when the policies mature. They occupy almost precisely the same relation to the assurance companies that long time deposits do to a bank, and should be no more subject to taxation than these deposits. Because a bank receives during a year deposits to the amount of say three millions, and pays back only two millions, should the remaining one million be considered its "Income" and be taxed accordingly? Yet that is exactly what is proposed to be done with the outside life companies. It is unjust, and of all forms of unjust legislation it is among the worst, seeing that it taxes thrift, for of course the amount will come out of the profits of the policyholders.

THE ABUSES OF COMBINATION.

In an excellent article, in its issue for March 20, the *Review* of New York deals with the subject of "Trusts" in the United States, receiving so much attention of late. We quote as follows:

"Many of these operations are simply nothing less than the selling out of whole industries to the uninitiated at many times their actual values. They are huge speculations of the most reprehensible sort, inviting unknown disaster in the future when new smaller capitalized concerns start up in competition, as they inevitably will. The Sugar Trust was capitalized at about three or four times its real value; the Lead Trust at about five times; the Whiskey Trust at about nine or ten; and the National Starch Association at about twice its value. These are only a few of the collections, many of which have been capitalized upon their profits instead of cost. There is but one means of preventing a crash in these speculative enterprises some day, and that is for the public to refuse to invest their savings for the benefit of speculators. Competition in the end will certainly squeeze out all the water in these combines; and the crash when it comes will not be confined to the investing public, but will bring disaster upon industry and labor everywhere at the same time. The public should beware of the wily promoter and his flattering prospectus. We have yet to learn the distinction between use and misuse of combination. Just now the abuse very largely prevails, and the penalty must be met."

Mr. G. W. Danks has been appointed agent at London, Ont., for the Royal Canadian Insurance Co.

THE LONDON MUTUAL FIRE INSURANCE CO.

We have before us what purports to be the 34th annual report of the London Mutual Fire Insurance Company, with the usual vaunting of its manager as to the superiority it enjoys over all other similar and dissimilar corporations in the business, which has been noted with some care and found to be in the customary condition of reports issuing from the management—chaotic and unsatisfactory as to detail. We are, however, pleased to note a mild improvement in the mere bookkeeping portion of the report, about which we had something to say some time back as to a former report though there is evidently room for still further improvement. One of the striking anomalies found is the making of *receipts* and *disbursements* for the year exactly balance each other, and showing no balance of cash brought forward to new account. Our worthy friend, the manager, should either go himself or send his bookkeeper, if there be one, to some "second-hand commercial college," of which he spoke on a former occasion, and study the first principles of keeping accounts.

We have examined the figures carefully, in the expectation of learning something of the condition of the company at the time of the issue of the report; but we can get no satisfactory information therefrom. It is very misleading in several of the figures it does give. Thus, the aggregate *assets*, including premium notes, unpaid assessments, etc., are stated to be \$384,814.64 while on the other side, the *liability* shows but \$6,387.64 on account of unpaid losses only!! Nothing is said about the *unearned premium* liability, which cannot be less than \$250,000 (it was \$291,541.93 last year by the Blue book), or of any other indebtedness, thus leaving it to be inferred that the company stands in the enviable position of owing nothing, but being the absolute owner of the sum stated as assets.

Turning to the *cash account*, we find two "cross entries" therein. The first is "bills payable," debit \$40,000; and then again on the other hand "bills payable," credit \$40,000. As the one balances the other the inference is that the company borrowed this sum upon its notes, and then repaid it, crediting the amount to cash, all of which would seem to be correct as to the entries; but just why a company, so flush of money as the manager claims the Mutual to be, should need to borrow money is one of the mysteries of the business. The other cross entry is where "mortgages" is credited with \$100 in cash account, and the same entry is found "mortgages \$100" among the assets. Now if the company received \$100 on account of mortgage, as appears in the cash account, the inference is that the mortgage was paid, and yet the company still holds it among its assets, at least it so appears on the record.

The *business* of the past year does not appear to have been very satisfactory all around. The actual cash receipts seem to have been—less amount brought forward from the previous year, and borrowed money—\$138,327.49. The amount of premium notes taken for



E. P. Harper

PRESIDENT MUTUAL RESERVE FUND LIFE ASSOCIATION.

the year is not given. The disbursements for losses were \$92,387.80, plus unpaid losses \$6,387.36, making \$98,775.16; expenses of management \$42,911.02; sundry expenditures and cash on hand \$23,750.40; total \$165,436.58, showing a deficiency of \$27,109.09 for the year in the cash transactions. This, in connection with the unearned premium not accounted for, say, \$250,000; ten per cent. on face of premium notes \$27,368; 50 per cent. on unpaid assessments \$11,212; and furniture, \$868 plus \$27,109 deficiency, aggregate \$316,757, which, deducted from assets, leaves surplus \$68,057 instead of \$378,427 as claimed by the company. At least, such are the results that we gather from Manager Macdonald's figures. If there be an error, it lies with his imperfect method of stating the condition of his company. We await the figures of the Blue book before coming to any definite conclusion as to the company's condition, for from its own showing it is not encouraging.

THE CITIZENS INSURANCE COMPANY.

The twenty-sixth annual meeting of the Citizens Insurance Company was held at the Company's offices in Montreal on Saturday, March 29, at which there was a very large attendance of shareholders. Among those present were Hon. J. J. C. Abbott, president; Andrew Allan, vice-president; Henry Lyman; H. Montagu Allan; A. Desjardins, M.P.; J. J. Day, Q.C.; J. H. R. Molson; William Smith; R. W. Shepherd; G. W. Simpson; A. Prevost; J. O. Gravel and Malcolm Gibbs.

The president, Hon. J. J. C. Abbott, in commenting on the directors' report, called attention to the method adopted in preparing the accounts submitted, and dwelt at some length on the satisfaction of obtaining an absolutely reliable statement. He also reviewed the history of the company for the last ten years, and announced that on full consideration of the whole situation, the directors had decided to ask the shareholders for authority to discontinue the Life branch, and to make such arrangements with regard to it as seemed to them desirable. This request was unanimously agreed to. Mr. Abbott also referred to the condition of the company's capital, and suggested that the directors be empowered to apply to Parliament for authority to reduce the subscribed capital in such proportion and upon such conditions as they shall deem best, and that should this be effected the board would consider the advisability of making a further call upon the shareholders sufficient to put the company on a strong financial basis. This was also unanimously agreed to.

It is hardly necessary to say that the INSURANCE AND FINANCE CHRONICLE most cordially approves of the course adopted, and confidently predicts that on the basis proposed the Citizens will become, what we have contended it ought to become, a strong and prosperous company. Of course, so far as security to policyholders is concerned, that is ample, for the subscribers to the recalled capital of \$755,478 are gentlemen of reputed wealth; but their announced determination to come forward in the manner referred to to augment the cash

resources, will materially increase the confidence of the general public. This action proves that the directors are fully decided to leave no stone unturned to make the Citizens Insurance Company a credit to our Canadian institutions.

It is evident from the business-like, straightforward statement of the Company's affairs now submitted that the new manager, Mr. E. P. Heaton, is the right man to give prompt effect to the progressive policy just adopted, and to lead the forces at his disposal to the achievement of a large success. We are more than pleased at the prospects of the company now that such an advanced position has been taken, for it is a prophecy of steadily increasing strength.

THE MUTUAL RESERVE AND ITS DEATH RATE.

In our reference to the annual meeting of the Mutual Reserve Fund Life of New York, in our issue for March 1st, we omitted mention of one of the wild, misleading statements made. We refer to the assertion made in a resolution presented by Mr. Warring Kennedy of Toronto, after a lengthy speech cut and dried for the occasion, and bearing the unmistakable ear-marks of President Harper. Here is what Mr. Kennedy presented:—

The meeting recognizes the fact that the mortality of the members was less during the past year than that of any of the other leading insurance companies doing business in this country, which is an evidence of the care bestowed by the medical department in accepting risk.

Boys are not unfrequently found to whistle in passing a graveyard in order to keep up their courage, and for the same reason, we suppose, this buncombe assertion was made in the face of a rapidly increasing death rate. Now the Mutual Reserve Fund, though not nine years old at date of last report, paid in 1889 \$10.48 for death claims on each \$1,000 of mean assurance in force, and, realizing the marked increase during the three or four past years, not only undertook to throw dust in the eyes of the public in the above incorrect assertion, but inspired Comptroller Reimmund in his report to say: "Our death rate during the past year was to each \$1,000 at risk, on December 31st, about \$5 less than the average mortality of the old line companies during 1888." The italics are ours, in order to call attention to the trick of referring to the amount of assurance at risk at the close of 1889, instead of the mean amount of assurance in force during the year, the basis of calculation used in all the insurance department reports. The assurance in force reported at the end of 1889 was \$131,352,200, while the mean amount in force, on which the death rate should be calculated, was but a trifle over \$175,000,000. Of course the institution which finds it necessary to doctor its statements in this manner must be in a bad way. But we started out to expose the misleading statement first above quoted and credited to Mr. Kennedy. Inasmuch as the leading regular life assurance companies of the United States range in age from 22 to nearly 50 years, while the Mutual Reserve is but 9 years old, the mortality of the latter ought to be less certainly than any of the former. But is it? Let

us see. We append the age, name, and average death rate for 1889 of eight companies, all of which show a considerably lower death rate than the Mutual Reserve.

Age of Co.	Name of Co.	Death claims to each \$1,000
33 years	Northwestern,	\$9.81
25 "	Provident L. & T.,	8.02
40 "	National, Vt.,	8.70
24 "	Travelers,	8.77
23 "	Union Central,	7.20
45 "	State Mutual,	9.12
39 "	Berkshire Life,	9.00
23 "	Michigan Mutual,	5.80

The Mutual Reserve Fund paid \$10.48 per \$1,000 during 1889 for death claims.

Further, it is found on examination that the average death claims during 1888 of all the Canadian life companies were \$8.07 per \$1,000, and, so far as we can ascertain from the data given, is about the same for 1889. In the light of the above facts, what shall be said of a concern which deliberately makes and persistently publishes to the world such a statement as the one we have quoted. Some of the above companies at least will be recognized as among "the other leading companies doing business in this country," of which it was said in the resolution that not "any" had so low a death rate as the Mutual Reserve. All of them are "leading companies" as to rapid growth and sound condition, and some of them as to size. By the time this co-operative concern is as old as the youngest company in the above list (if it chance to live so long), its death rate will be climbing about into the thirties or forties.

INSURANCE AND THE PRESS.

The following hit at the unworthy position of the general newspaper press of the country, as regards insurance matters, is from the address of John Scott Wilson, on the above subject, before the recent annual meeting in San Francisco of the Pacific Coast Underwriters' Association:—

The country sadly needs a school to instruct the general press on insurance matters—a primary school would do, if only the reporters obtained thereby a few elementary ideas. Their notion of insurance treatment is about like the dictum which Quince uttered to Snug, the joiner, about the lion's part, "you may do it *ex tempore*, for it's nothing but roaring." Accordingly they roar, how they do roar about insurance. They roar without study, without discrimination, without prompting, without occasion. The reporter does the most of it, perhaps, and yet not surely, for the editorial writer takes a hand frequently, and the roar of both rarely alters its key, which is the greediness of insurance monopoly and its dangers to the people unless held in check by "appropriate legislation"—that panacea for every ill in this country. The reporter gets his information from hasty interviews, often with parties having grievances to coddle and axes to grind, and therefore naturally gets things twisted. The editorial writer starts from his own lack of knowledge and strikes out. If he does not always succeed in keeping up the golden newspaper rule—to always write so as to conceal ignorance of the subject—he has the advantage that few of his readers can detect his slips. * * * * At the moment when hedged in by a tremendous fire waste on the one hand and excessive commissions and expenses on the other, the fire companies are using all means possible to protect their own and their stockholders' interests, it seems an anomaly that so many voices of the press should be heard in bitter criticism of the system of insurance, and that these voices should *pretend* to represent public opinion.

MR. MORRIS ROBINSON.

IN MEMORIAM.

In our issue of March 1st last, we made brief mention of the death, at St. John, New Brunswick, of Mr. Morris Robinson on February 22nd, aged 55 years. In this number of THE CHRONICLE we present our readers with a life-like portrait of the deceased, and here group together the principal facts concerning his life.

The deceased was born in Fredericton, N.B., being the son of Col. John Robinson, a worthy citizen of that place. At an early age he was gazetted as ensign in the 26th Regiment of the British army, in which he served at various military stations for twelve years. He then retired from the army and returned for a time to his native Province. Here he did not remain long but wandered off to South America, and from thence to Australia, returning in a year or two to St. John. Here in 1868 Mr. Robinson took up the insurance business as agent for the Travelers Insurance Company of Hartford, and may justly be regarded as the pioneer in that city and vicinity of the accident insurance business. After faithful service in the line first taken, he turned his attention to other branches of the business, and in 1873 entered into co-partnership with his brother T. Barclay Robinson, thus forming the well-known insurance firm of M. & T. B. Robinson for the transaction of all branches of insurance. Mr. Robinson stood high in the esteem of his friends and neighbors and in that of the underwriting fraternity, one of whom, in writing recently of his deserved popularity, pithily expressed the general verdict in the expression that "a *whiter* man never lived." The New Brunswick Board of Fire Underwriters, on learning of his death, called a special meeting, and by a silent, standing vote adopted the following:

Resolved,—That this Board, having heard with deep regret of the death of Morris Robinson, late of the firm of M. & T. B. Robinson, agents of the Royal Canadian and Norwich Union insurance companies, desire to express their sense of the loss the Board has sustained by the removal from among them of one who has always been a faithful and consistent member, and was justly esteemed by his brother members for his many estimable personal qualities.

In accordance with a resolution to that effect the members of the Board attended the funeral in a body, and united with the very large number who gathered with floral offerings and genuine sorrow to pay their last respects to the memory of the deceased. Mr. Robinson was a vestryman of Trinity Church, a consistent Christian gentleman and a high-minded, public-spirited citizen.

No. 7.

Insurance and Finance

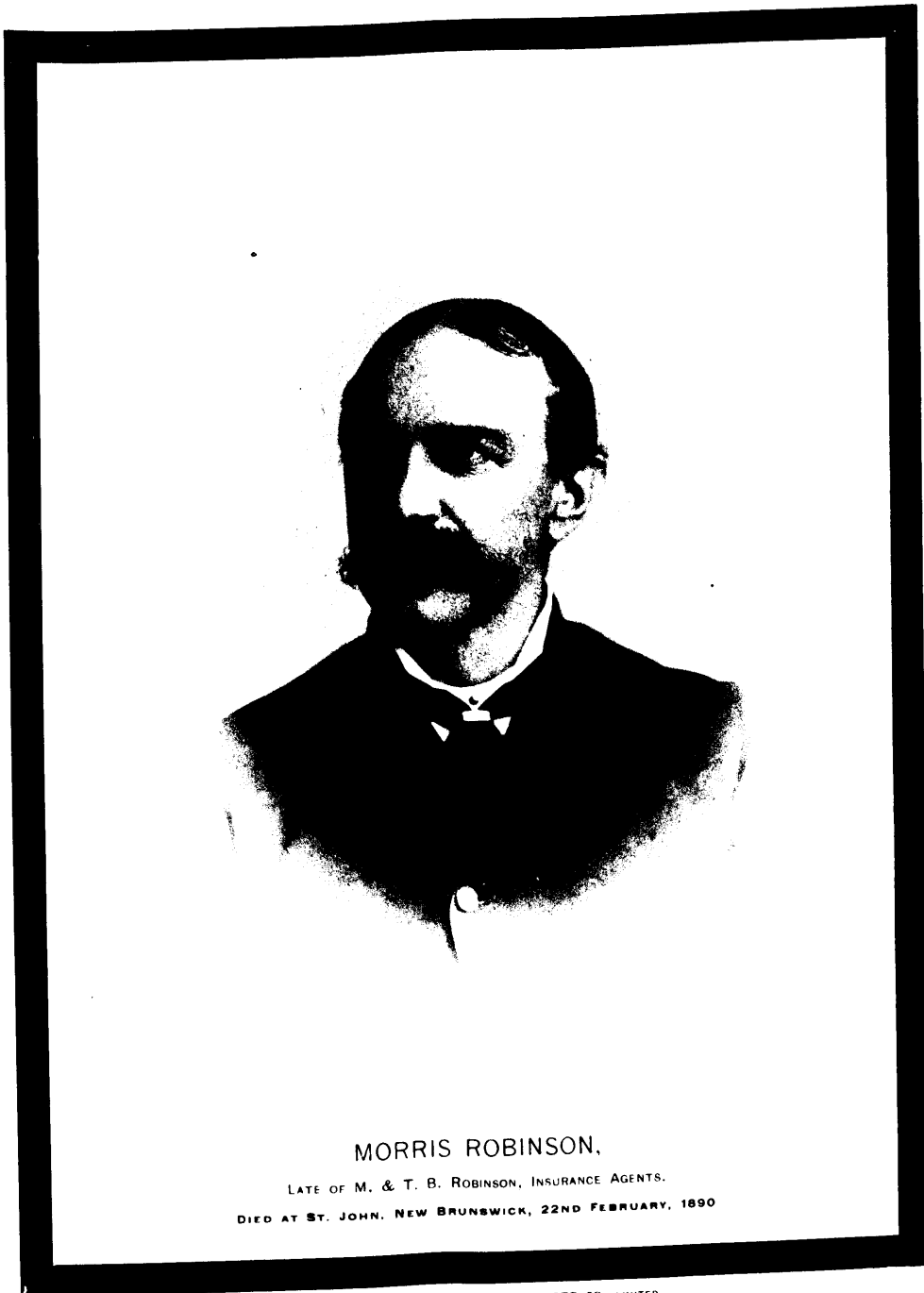
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MORRIS ROBINSON.

LATE OF M. & T. B. ROBINSON, INSURANCE AGENTS.
DIED AT ST. JOHN, NEW BRUNSWICK, 22ND FEBRUARY, 1890

THE SUN LIFE ASSURANCE COMPANY.

Its policyholders and the friends of sound life assurance generally will read with satisfaction the report and financial statement for 1889 of the above company, printed on another page of our present issue. It is not only a report of progressive growth, but of growth in all the elements of strength. A company may easily grow larger without becoming stronger. The growth of the Sun Life is not of the hot-house, spasmodic variety, but steady and of the enduring kind, and the year 1889, while a good one indeed, is only like the latest concentric ring added to the healthy growing tree.

During the past year the applications for new assurance passed the four million mark in the life department, being \$4,102,710, an increase over the preceding year of \$706,227. Those accepted and on which policies were issued amounted to \$3,732,331, while in the accident department the 1,347 policies issued represented \$2,375,300 of insurance. The total life business in force on Dec. 31 last amounted to \$13,337,983 under 8,951 policies, and the accident business to \$3,826,400 under 2,064 policies—an aggregate of 11,015 policies and \$17,164,383 of assurance. The total income for 1889 was \$563,140, and as the total disbursements were only \$304,437, the excess of income was \$258,703, which went to increase the net assets, now amounting to \$1,795,825. If we include the subscribed capital the total assets amount to \$2,233,323. A low death rate and a prudent management have combined to produce this gratifying increase, which is an increase representing profit, for the surplus to policyholders also moved up the financial scale to \$219,037, showing a clear gain over the previous year of \$53,461. In order that the steady growth of the company may be seen for a series of years, we append the following comparison of items on the life business in four-year periods:

Year.	Income.	Assets.	Assurance in force
1872			
1876	\$48,210.93	\$546,461.95	\$1,064,350.00
1880	102,822.14	715,944.64	2,214,093.00
1884	141,402.81	911,132.93	3,881,479.14
1888	278,379.65	1,274,897.24	6,844,404.04
1889	525,273.58	1,974,316.21	11,931,316.21
	563,140.53	2,233,322.72	13,337,983.08

Such an exhibit must be gratifying alike to manager and patrons, for it is such an one as speaks in the eloquent language of accomplished facts, and embodies a prophecy of future growth and added strength. The board of directors are to be congratulated on the adoption of plans and the employment of methods which have resulted so satisfactorily, and which have been committed to such an experienced and skillful management as that of the present able president and managing director, Mr. Robertson Macaulay. No less fortunate has the company been in having the services of an actuary of such rare and versatile ability as belongs to the present incumbent, who is none the worse as an actuary for being also secretary. It goes without saying that so long as the Sun Life is favored with its present directors and executive officers, it may confidently be expected to make steady progress,

LIFE BUSINESS INCREASE.

From Part II of the Connecticut Insurance Report for 1889, just out, we summarize the principal items covering the transactions for 1888 and 1889 of the life companies, 29 in number, of which 7 are Connecticut and 22 Other-State companies as follows:—

Items.	1888.	1889.	Increase.
Assets	\$616,472,720	\$670,288,344	\$53,815,624
Liabilities, except capital.	540,019,878	586,466,336	46,446,458
Surplus, including capital.	76,452,842	83,822,008	7,369,166
Premium Income	110,496,734	128,992,143	18,495,409
Interest, Rents, etc	30,946,838	37,030,706	6,083,868
Total Income	141,443,572	166,022,849	24,579,277
Paid Policyholders	71,167,645	76,301,370	5,133,725
Other Payments	28,004,198	34,230,030	6,225,842
Total Outgo	99,171,843	110,531,400	11,359,557
Insurance Written	719,999,264	875,133,483	157,134,219
Am't Insurance in force.	2,861,088,385	3,263,688,080	402,599,695

Of the above "insurance in force," about \$235,000,000 for 1889 belong to industrial insurance, and for 1888 about \$205,000,000.

A DESERVED COMPLIMENT.

The various agents of the Sun Life of this city took occasion, at the recent annual meeting of that company, to present President Macaulay with an Illuminated Address, elegant in design, and executed in Cox's best style upon a large parchment tablet appropriately framed. The text speaks for itself, and the CHRONICLE has much pleasure in endorsing it heartily. Mr. Macaulay may well be happy in the possession of such a testimonial, which was spontaneous and unexpected. Following is the Address:

To ROBERTSON MACAULAY, ESQ.

DEAR SIR:—

We, the agents of the Sun Life Assurance Company of Canada, desire to congratulate you on your promotion to the honorable position of President of the Company.

For the past sixteen years you have guided the affairs of the Company, which has during that time grown under your management from comparative insignificance into one of the leading and most prosperous financial institutions of the Dominion.

Your appointment to the presidency is the best evidence that your co-directors appreciate your ability and untiring devotion to the Company's interests. We desire to put on record our cordial approval of this action of the Board, believing it to be appropriate, well-earned, and to the advantage of the Company generally. Your course in the past during trying times in the Company's history, and the success which has hitherto attended your efforts, is the best evidence that you are eminently qualified to so direct its affairs in the future that it may maintain the high rank which it has already gained.

We congratulate the Company on having secured the services of so worthy a successor to our late esteemed President, and hope that you may be long spared in health and strength to perform the arduous yet honorable duties devolving upon you in that office.

W. H. Hill, Peterboro', Ont.; J. B. Gunter, Fredericton, N.B.; J. F. Junkin, Montreal; Jas. Little, Belleville; J. L. Margach, Port Hope; S. Y. French, Toronto; Jas. Lyster, Sherbrooke; Louis Tessier, Quebec; A. S. Macgregor, London, Ont.; W. T. McIntyre, Toronto; R. Junkin, Brockville; Geo. E. Reid, Toronto; W. J. Thompson, Toronto; G. L. Ridout, Sherbrooke; E. W. Hendershot, St. John, N.B.; W. Grant, Ottawa, Ont.

MONTREAL, March 7th, 1890.

Financial and Statistical.

THE NEW BANKING ACT.

The mysteries of the new Banking Act have been revealed, and after all no extraordinary change has been made. The slight alterations are in the right direction, viz., for the convenience and protection of the poorer classes. The changes foreshadowed in a previous number of the CHRONICLE have been carried out to the letter as prognosticated. It is ordered that bank notes shall pass current throughout the Dominion, while for the protection of note holders when a bank becomes insolvent the notes shall be taken at par by any other bank, and interest shall be allowed on the outstanding notes at the rate of 6 per cent. per annum until redeemed. For the carrying into effect of this scheme a payment of 2½ per cent. on the average amount of notes in circulation shall be funded with the Minister of Finance and Receiver General on the 1st July, 1891, and be known as the "Bank Circulation Redemption Fund," a like percentage one year from that date, and each year afterwards there shall be on deposit in the above fund a sum equal to 5 per cent. of the average amount of bank notes in circulation. The difficulty in the way of starting new banks is decidedly beneficial. With a cash capital of \$250,000 (which amount must be deposited with the Minister of Finance) a bank may fearlessly enter the lists. There are banks in existence to-day and some that have gone out of existence within the past few years which, had that law been in force, could never have gained

a foothold. The proposition to have compulsory audit is good in theory, but it is not certain that it will be equally beneficial in practice. The appointment of auditors by the shareholders may however have a salutary effect. The cause of failure in nearly every case is the same, viz., allowing a few individuals to borrow an unduly large proportion of the bank's assets. This state of affairs often goes from bad to worse, until it becomes irretrievable and disaster follows. Had a warning been given by a truly independent outside auditor, this evil might perhaps be sometimes nipped in the bud. The points from which losses would be likely to arise could soon be discovered by a thoroughly competent man.

The Finance Minister truly remarked in his introduction of the bill, that we have banks with small capital which are doing good service in small towns and are a benefit to the country. And yet we find that some of the representatives of the largest institutions would calmly look on while the privilege of note issue was being legislated away from all, which of course would strengthen the strong banks, but would mean almost certain destruction to some of the small ones.

In the February Bank statement for Canada an increase of paid up capital is shown of \$10,092, but this is over-balanced by the withdrawal from the paid up capital of the Federal bank of.... \$125,000
 And from the Bank of London of..... 3,600
 Reserve Fund increased as follows, viz. :—
 Bank of British Columbia 48,667
 Banque du Peuple 50,000
 Bank of British North America..... 24,333

STATISTICAL ABSTRACT OF THE CHARTERED BANKS IN CANADA.

Comparison of Chief Items.

Assets.	28th February, 1890.	31st January, 1890.	28th February, 1889.	Increase and Decrease for month.	Increase and Decrease for year.
Specie and Dominion Notes	\$15,919,205	\$15,656,148	\$18,396,780	Inc. \$263,057	Dec. \$2,477,575
Notes, cheques and balances due from other Canadian banks	7,987,499	8,216,086	9,407,483	Dec. 228,587	Dec. 1,419,984
Due from American Banks and Branches	11,023,658	11,825,942	18,036,583	Dec. 802,284	Dec. 7,012,925
Due from British Banks and Branches	2,262,339	2,286,783	2,818,797	Dec. 24,444	Dec. 556,458
Government Securities	8,171,133	8,111,442	6,415,022	Inc. 59,691	Inc. 1,756,111
Loans and Collaterals	13,134,244	13,981,880	12,900,998	Dec. 847,636	Inc. 233,246
Loans to Corporations	25,709,980	25,605,470	23,206,490	Inc. 104,510	Inc. 2,503,490
Discounts to the Public	149,601,334	149,335,211	145,859,622	Inc. 266,123	Inc. 3,741,712
Overdue debts, including those secured by mortgage.	2,906,012	3,097,264	2,521,467	Dec. 191,252	Inc. 384,545
Total Assets	246,289,761	247,403,915	250,435,604	Dec. 1,114,154	Dec. 4,145,843
<i>Liabilities.</i>					
Notes in circulation	30,627,074	30,879,961	31,866,151	Dec. 252,887	Dec. 1,239,077
Government Deposits, Dominion and Provincial	6,765,070	7,740,683	11,834,661	Dec. 975,613	Dec. 5,069,591
Deposits from the public	123,392,728	123,878,199	120,294,710	Dec. 485,471	Dec. 3,098,018
Loans from other Banks	2,689,514	2,274,584	3,529,062	Inc. 414,930	Dec. 939,548
Balances due to American Banks	125,720	113,170	80,315	Inc. 12,550	Inc. 45,405
Balances due to British Banks	2,072,184	1,457,653	2,303,610	Inc. 614,531	Dec. 231,426
Total Liabilities	165,926,624	166,583,872	170,265,779	Dec. 657,248	Dec. 4,339,155
<i>Capital.</i>					
Capital paid up	*60,196,603	60,315,111	60,235,403	Dec. 118,508	Dec. 38,800
Reserve Fund	20,559,333	20,436,332	19,154,898	Inc. 123,001	Inc. 1,404,435
Directors' Liabilities	7,342,002	7,349,066	8,532,845	Inc. 7,064	Dec. 1,190,843

* Reduction caused by the withdrawal of \$125,000 by the Federal Bank (in liquidation), and \$3,600 by the Bank of London, also in liquidation.

Correspondence.

We do not hold ourselves responsible for views expressed by Correspondents

TORONTO JOTTINGS.

Editor INSURANCE AND FINANCE CHRONICLE:—

The action of the Parliamentary committee on banking and commerce, in refusing the Confederation Life a reasonable amendment to its charter, is being freely criticized here, the uppermost thought being that the men composing that committee have a good deal to learn before they will be competent to grasp the situation. If thus they err in this matter, how are we certain that in other things they are moving in the right direction?

A NEW COMPANY.

Mr. J. B. Carlile is on deck again, this time with a most unique system of natural premium insurance, which possesses several new and interesting features. He proposes among other things to furnish joint insurances on the natural premium plan and provide a pension fund for persistent members. He is issuing a pamphlet in connection with his company, which contains information not usually found in such literature, and while not professing to have any quarrel with the level premium plans, he shows from his standpoint special advantages in his own. I have looked into it with some care, and do not hesitate to say that it is the best of the kind I have yet seen. Of course I have strong views in regard to the so-called natural premium plans, but there is much to commend in Mr. Carlile's new scheme.

PROMISED LITIGATION.

We are promised an interesting time soon in connection with the claim of a gentleman, well known to the insurance world, for commission for the organization of two companies. The claim, so far as I can see, is well founded, and I have little doubt will be upheld by the courts, if it ever gets there. Under ordinary circumstances it would be settled at sight, but it sometimes happens that wealthy defendants will prolong a suit in order to weary a plaintiff who may possess a smaller balance at his bankers.

AGENCY AND OFFICIAL CHANGES.

In writing you on this subject some weeks ago, I hinted that in some cases the appointments to be made were not of the kind to inspire the fullest confidence, inasmuch as selections were being made of men who were not known as successful life insurance men. I still think mistakes have been and are being made, and that the appointment of any one to so responsible a position as that of general agent or manager of a company who is not a thoroughly trained life underwriter, is a serious error. In these days of keen competition and of multiplicity of plans, a man, to command success, must be one possessed not only of good business ability, but of technical knowledge as well. In addition to all this, there should be no question as to his loyalty to legitimate life insurance. If a man is undecided as to whether the tried level premium plans or the bastard combinations of to-day are the better, he is an unsafe guide for wavering agents, and will prove a dangerous man if placed where he can do any harm. In one case, at least, it is openly stated that the appointee is merely keeping the seat warm for another aspirant, and that the more successful he is the more certain it is that he will be succeeded at an early day. In another case the appointment is said to be only temporary, or until one of the directors musters enough courage to take the place himself. In this case also an inexperienced man is being tried. If he fails, the director in question loses no prestige; while if he succeeds, there can be no good reason why another inexperienced man should not.

Positions in life companies are being eagerly sought after. I have been told, and I believe the report, that a bank president's name was mentioned at a meeting recently as being willing and anxious to accept the position of manager of a small company, at a small salary compared with what he is supposed to be receiving now. This would indicate other changes, wouldn't

it? Either banking is looking down, or life insurance is looking up. It is passing strange, however, that responsible positions are now being filled by directors, without the slightest reference to previous training for the duties to be performed.

THE LATEST DANGER.

Some gentlemen, erstwhile important figures in the assessment insurance world, are at work in the attempt to organize an altogether new scheme with which to gather in the shekels from confiding friends in all parts of the Dominion. The idea is to issue bonds similar to Endowment bonds with the mortality element eliminated, but with all the beauties of forfeiture remaining intact. The bondholder agrees to pay a certain amount of money into the hands of these estimable gentlemen annually—a former vice-president of one of the "Great Repudiators" being interested in it—in return for which they are given a bond payable at the end of a given number of years. If they live and continue to pay, the benefits to be derived are to be such that the promoters are almost afraid to state them fully,—at any rate far in excess of what it is possible for a life insurance company to pay. The losses are intended to enrich persistent "bondholders," and the deaths also let loose certain large sums of money which are promptly corolled for the same noble purpose. So far the scheme is a great secret, you know. Men who have been approached for assistance are told that everything must be held in the strictest secrecy, and that to publish to the world the inside information would ruin the prospects of all concerned. A charter is to be applied for, if that is not already done, and at once the people of this country are to be made rich! I do not doubt that this nondescript may get a charter, and will doubtless also succeed in getting dupes into the fold, although even if its plans were practicable and its calculations realizable, the men having it in charge could hardly be expected to transact its business in a straightforward manner. By a happy coincidence the first of April is the day decided upon.

DIAMOND CUT DIAMOND.

Within a few days past the people of one of our Western cities have been over-run by a troop of general and special agents, principally of American companies. These specials are sometimes queer fish. At any rate there is one of them who has a *hard* name, and whose business seems to be mainly to see what other people are doing, and to stop them if possible. Not that he ever does much himself, but if he can spoil business for other agents his stoney heart seems to soften. This gifted genius had the temerity a few weeks ago to endeavor to undo some of the personal work of the junior member of a Toronto insurance firm, and for once he struck a snag. Harry sn't much of a rebater at best, but the man who bulldozes him out of a risk has to work for small remuneration, and in this case the intruder was distanced. There may be more contemptible practices than that of listening to a conversation by telephone in the office of an examining physician where an appointment is being made, and then running off and offering a rebate of fifty per cent. to induce an applicant to change his company, but I have not heard of it. It is satisfactory to know however that his sneaking tactics were unsuccessful, and that the right man got the risk.

NEMESIS.

The mayor of Buffalo fortunately had stamina enough to veto an ordinance passed recently by the common council to contract the city limits within which frame buildings cannot now be constructed. Being small-potatoe politicians, a majority of the aldermen went in for this contraction in order to court favor with the "laboring classes," who, as elsewhere, clamor for the privilege of putting up combustible cheap houses where they will be a constant menace to the valuable portions of the city. A ten million dollar fire in a city finds poor compensation in the privilege enjoyed by a few people to put up tinder boxes worth a hundredth part of that sum.

Notes and Items.

The valued-policy bill, for some time pending in the Massachusetts legislature, has been rejected by a large vote in the upper house. This settles the fate of the obnoxious measure.

The death of Mr. Francis Henry Potter is announced, for five years past the manager of the Leeds branch of the Atlas Insurance Co., and for twenty-nine years in its service.

The Canada Life, during the very brief time it has been operating in Michigan, has made a good beginning. To the close of December last the company had issued 28 policies for \$80,500 in that State.

Since the death of Mr. W. H. Wells, late proprietor of the *Insurance News* of Philadelphia, his widow has assumed control, and, with Mr. N. C. Horton as editor, will continue its publication.

Mr. James G. Watson, for some time past joint secretary of the Scottish Provident of Edinburgh, has been appointed manager of the company in place of his father, Mr. James Watson, recently retired.

The department of insurance supervision in Illinois has instituted proceedings to close up all the lodges of the Order of Tontu operating in that State. Several lodges have already voluntarily disbanded.

It is the current talk in insurance circles that the Caledonian of Edinburgh is about to enter the United States for business, with Philadelphia as headquarters, and that Mr. Henry W. Brown of that city hopes to be the manager.

The fire loss in Dublin during 1889 was the lightest known in ten years, though the number of fires was 313, of which 202 were chimney fires. The total loss for the year is stated at \$35,907, as against \$147,425 the previous year.

The Prudential Assurance Co. of England received during 1889, in its industrial branch, over \$16,000,000 in premiums, had 150,557 deaths for which it paid \$6,427,000, now has 8,518,619 members and \$54,730,780 of assets in both branches.

Manager Heaton of the Citizens is getting down to business on sound underwriting principles. We have seen a recent circular of instructions to agents, which is a model in its way, and followed out, as it no doubt will be, means success.

In Belgium there are 291 insurance companies, of which 58 are life, 78 fire, 102 marine, 18 accident, and the rest miscellaneous. Belgium and England each furnish 65, France 53 and Germany 45. There are also 6 American companies.

The New England factory mutuals (nineteen) wrote risks in 1889 amounting to \$539,964,635, on which the premiums were \$4,957,741 and the losses incurred \$1,368,124, or 29 per cent. The expenses were \$418,627, leaving \$3,150,890 for dividends.

We are under obligations to the insurance departments of Rhode Island, Kansas, Wisconsin, Minnesota, Nebraska and Colorado for advance reports of the business for 1889. Michigan also issues a separate complete statement of the assessment societies.

The Connecticut Insurance Report for 1889, Part II, embracing Life and Accident insurance, is acknowledged with thanks. Commissioner Fyler is entitled to special credit for being the first State insurance official to issue a complete Life Report.

Portland, Oregon, seems to have a good fire department and water supply, the losses for the five years past having averaged only \$66,753 per year, and the insurance paid \$48,019 per year. The highest loss amount was \$98,146 in 1886 and the lowest \$37,723 in 1889.

Mr. Andrew Robertson, president of the Royal Canadian Insurance Co. of Montreal, and chairman of the Montreal Harbor Board, died at his residence in this city on Saturday last the 29th ult. The deceased was one of the oldest and best known citizens of Montreal.

During the period of eight years—from 1881 to 1888, inclusive—the number of places of amusement destroyed by fire in London was 29, besides 6 where serious damage occurred and 23 slightly damaged. Of these, 11 theatres were totally destroyed, 7 slightly, and 4 seriously damaged.

Difficulty growing out of the Dinkelspeil game played at Detroit has existed for some weeks, between the Michigan Life Underwriters' Association and State agent Moore of the New York Life, culminating in his expulsion from the Association. We are not advised of the merits of the case.

Railway accidents in the United States for 1889, based on 95 per cent. of the total mileage, included 5,282 persons killed and 25,888 injured. Of the killed 315 were passengers, 2,070 employes, and 2,997 other persons. Of the injured 2,138 were passengers, 2,997 employes, and 3,602 other persons.

Mr. George H. Marks, United States manager for the London Assurance, who is in town this week in connection with the installation of Mr. E. C. Lilly as the new Canadian manager of the London, looked in on us on Monday. We are not sure but that he looks even better than his good-looking picture.

The case some time pending between Ouimet and the Glasgow and London Ins. Co., in which the latter resisted a claim for \$250 by the former, on a house burned last July, on the ground that notice of the fire was not given within fourteen days, has just been decided by Mr. Justice Mathieu against the company.

Mr. Henry Sutherland, for some time past superintendent of agencies for the Federal Life Assurance Co., has been appointed manager of the Temperance and General Life of Toronto. Mr. Sutherland has the advantage of about nine years of experience in life assurance, and we trust will fill his new position with abundant success.

Mr. William Henderson of Toronto, for fifteen years the Inspector of the Hartford Fire Ins. Co. for the Dominion, has resigned, owing to the demands of the local agency business at Toronto, which Mr. Henderson has held for nearly 20 years. He has served the company with untiring fidelity, and the business has grown to its present proportions under his excellent care. His long experience, appreciation by the company and popularity with agents and the insuring public are well known. We know that the best wishes of the officers of the company go with Mr. Henderson in leaving the field service. He will, however, continue to look after local agency matters at Toronto.

The grand jury at St. Louis, Mo., has found a true bill against Chas. F. Vail of that city, who recently shot his wife, as he claimed, accidentally, she having \$20,000 of accident insurance on her life, \$5,000 of which was secured only two days before the accident.

The rumored organization at Minneapolis of a new fire insurance company has been consummated. The new company is called the Norden Fire Ins. Co., its stockholders for the most part being Scandinavians. Its paid-up capital is to be \$250,000. Among the directors are Hon. Chas. Matson, secretary of State, and Hon. A. R. McGill, ex-insurance commissioner.

The trouble for some time brewing, concerning the management of the Mutual Benefit Life Association of New York, a purely co-operative concern, has culminated in the report of the special committee of members appointed to examine its affairs that there is a deficit of \$100,000 for which Kent, the president, is mainly responsible. This class of irresponsible concerns generally ends this way.

The damage to the shipping of all nations during 1889, according to the Bureau Veritas, was large. Among the four principal maritime nations the total loss of steamers was 171, of which 128 were British, 20 American, 13 German and 10 French. The aggregate tonnage was 131,882. Of sailing vessels lost 336 were British, 226 American, 78 German and 59 French, the aggregate tonnage being 262,525.

Pass them around.—The *Post Magazine Almanac* prints the following list of irresponsible English "wild-cat" insurance companies: Army & Navy, Argus, City & Counties, City Mercantile, Co-operative Woodworkers, Enterprise, London & Birmingham, Industrial, Northwestern, Notre Dame, Oldham & District, Property, Reliance, Traders & General, Safety Traders, United Kingdom and Workman's Tools.

Among the callers at the CHRONICLE office recently were Jas. P. Adams, of the Franklin Fire Ins. Co., Wheeling, W. Va.; J. H. Mitchell Hartford; J. B. Carlile, Toronto; DeWitt Stevens, Chicago, Western manager of the *Spectator*; Mr. Armstrong of St. John, N. B., inspector of London & Lancashire Life for N. B. and P.E.I.; F. Cromwell, New York; Malcolm Gibbs, Toronto; and James O' Cain, St. Johns, Que; C. D. Edwards, secretary of the Eastern, Halifax, N. S.

Mr. Rider Haggard, the novelist, at a recent book-sellers' dinner in London, in proposing a toast, said, according to the *Review*, that he was one of those who believed that amid all the nostrums and all the doctrines which are continually put forward for the salvation of everybody and the regeneration of everything, the one nostrum and the one doctrine which in days to come will ultimately prevail and work a cure for many a human ill, is the great principle of insurance.

The Phoenix Mutual Life of Hartford, since its re-organization, and we hope its regeneration, announces the issuance of term assurance as its future specialty. Its newspaper announcements however fail to explain whether by "term assurance" is meant assurance for a term of years at a uniform annual premium or assurance for a year at a time, with of course a constantly increasing rate—in other words the "natural premium" plan. Which is it?

Our attention has been called by Manager Kenny to the fact, that in our review of the annual statement of the Western of Toronto, which appeared in our last issue, we "tangled" the figures given for fire and marine premiums. We confess, and are willing to be forgiven. The words "marine" and "fire" in the article should have been transposed, the figures would then have been all right. The total fire premium income was \$1,303,496.81, and the total marine premium income \$721,695.77, instead of the reverse.

Accidents by falling down.—According to the records of the police department of New York, it appears that from March 1st, 1889, to September 20—a little over 6 months—there were reported 1,897 accidents resulting in serious or fatal injuries. Of this number 1,123 were the result of falls, being about 60 per cent. of the whole. One of the prominent accident companies has paid to various classes about 3,000 claims for accidents occasioned by falls, and no man, even in his own house, is safe from injuries from this cause, while slippery sidewalks are a perpetual peril.

We notice that Manager Burke of the New York Life and General Agent Broughall of the Equitable are working off some of their surplus energy up at Winnipeg, in a newspaper controversy, over the merits of their respective companies. This will never do, gentlemen; that energy should be stored for future use when you meet the common enemy. Of course either of the gentlemen named can easily demonstrate that his company is the best, but what's the use when both are so nearly perfect? Besides, for companies to point out each other's bunions, and eat boils, and the like, is not conducive to the strengthening of public confidence in legitimate life assurance.

The legal controversy between the Travelers Insurance Co. and Mr. T. C. Henry of Colorado, which has been going on for four or five years, was decided a few days ago by the master-in-chancery at Denver in favor of the latter, the decision awarding him \$92,510.15, and the return to him by the company of about 1 million dollars in sundry stocks and bonds. The case will probably go to the United States Supreme Court for final decision. Several years ago the company, on the security of the stocks and bonds, loaned Henry a large amount of money for the construction of irrigating canals in Colorado. These collaterals were sold later on, to pay Henry's personal indebtedness, by the Travelers, with whom Henry claims there was a verbal agreement releasing him from all personal liability, the company to accept the bonds of the canal companies for their security.

The Temperance and General Life Assurance Co. held its fourth annual meeting on the 12th ult., at which its annual statement was submitted as found on another page. During the year 1889 the company issued \$1,211,500 of new assurance, making the total assurance in force \$2,984,972, after deducting re-assurances. The income for the year was \$79,124, of which \$65,373 was from premiums, showing a considerable increase over the previous year. The total assets in hand now amount to \$115,493.91, making the surplus for security of policyholders, on the basis of cash assets, \$36,902. Considering the time the company has been in the field and the restrictions placed on itself in the acceptance of applicants, it has done fairly well, and now that its foundations are laid we see no reason why, with judicious management, the Temperance and General should not move steadily forward in a course of increasing prosperity.

Mr. J. M. F. Lyons of Montreal has been appointed general agent for New Brunswick by the British Empire Life, of which Mr. F. Stancliffe of this city is Dominion manager. Mr. Lyons has for some time past been connected with the business department of the INSURANCE AND FINANCE CHRONICLE, and carries with him to his new field the cordial wishes of the entire office staff. The British Empire is an excellent company and the new appointee a genial, wide-awake, young man, from whom we hope to hear good results. His headquarters are to be at St. John.

The Australian Widows' Fund Life of Melbourne seems to prosper satisfactorily, judging from its report for the year ending Oct. 31, 1889. From this it appears that, while each of the two previous years showed a handsome increase in the accumulated funds, the increase for 1889 was still larger, amounting to over \$652,000. The total assurance and annuity fund at date of last report amounted to over \$3,450,000. The premiums received during the three years past (\$2,513,845) considerably exceed those received during the previous five years (\$2,417,760), showing a healthy growth, taken in connection with an increasing surplus fund. Last year the company issued 2,685 new policies assuring \$3,516,000, on which the premiums were \$114,132.

The British Empire Life of London makes an excellent record in Canada for 1889 under the management of Mr. F. Stancliffe, who has a way of achieving the most substantial results with apparent ease. The company now has policies in force in the Dominion numbering 2,571, assuring \$5,605,421, showing a growth from 1,638 policies and \$1,535,000 assurance in 1883. Then the total income was \$43,000, now it is \$229,000. Then the assets in Canada amounted to \$120,000—the Government deposit—now they amount to \$940,000. The money received in Canadian business is kept and invested here, and something more, for investments, exclusive of Government deposit, together with payments for death claims, exceed total premiums.

MUNICIPAL DEBENTURES,

GOVERNMENT AND RAILWAY BONDS

INVESTMENT SECURITIES,

BOUGHT AND SOLD.

Insurance Companies requiring Securities suitable for deposit with Dominion Government or other purposes, can have their wants supplied by applying to

R. WILSON SMITH,

British Empire Building, MONTREAL

Debentures and other desirable Securities purchased.

REMOVAL. DAVID DENNE, City Agent, (English Department) of the ROYAL INSURANCE COMPANY, will remove on May 1st to No. 100 St. Francois Xavier Street, from British Empire Building.

Wanted. Agents wanted for the **Norwich Union Fire Insurance Society**, in all parts of Ontario and Quebec where the Society is not represented. Liberal terms to the right men. Address ALEXANDER DIXON, Manager for the Dominion, 41 Adelaide Street East, Toronto.

Reliable Agents Wanted in the following places by the **INSURANCE COMPANY OF NORTH AMERICA**. Liberal terms to the right men.

Brockville, Guelph, Bowmanville, St. Catharines, Belleville, Brantford, Peterboro, Sarnia, St. Thomas, Chatham, Ingersoll, Kingston, Newmarket, Owen Sound, Paris, Port Hope, Arnprior, Barrie, Cornwall, Carleton Place, Collingwood, Iroquois, Napanee, Orangeville, Orillia, Perth, Oshawa, Port Perry, Prescott, Aylmer, Simcoe, Strathroy, Trenton and Whitby. Address,

ROBERT HAMPSON,
General Agent, Montreal.

THE THREE SYSTEMS OF LIFE INSURANCE.

By MERVIN TABOR, Actuary, Insurance Dept., Illinois.

I.—THE LEVEL PREMIUM SYSTEM.

II.—THE NATURAL PREMIUM SYSTEM.

III.—THE ASSESSMENT SYSTEM.

I.—Agents' Pocket Edition, printed on bond paper, flexible Russia covers, 240 pages. Price . . . \$5.00

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III.—Library Edition, bound, English Cloth. Price \$2.00

Having purchased several hundred copies of the balance of the above Editions, we will allow a **Cash discount of 50 per cent.** off the \$5 Edition, and **20 per cent.** off the \$2.50 and \$2 Editions.

Every Life Insurance Agent should secure a copy at once.

FOR SALE AT THE

Insurance and Finance Chronicle Office,
MONTREAL.

Annual Statements.

SUN LIFE ASSURANCE COMPANY.

The annual meeting of the Sun Life Assurance Company of Canada was held at the company's office, St. James street, Montreal, on Friday, March 7. Mr. Robertson Macaulay, president, occupied the chair. The attendance was large and the meeting enthusiastic.

The following very full report was presented :

DIRECTORS' REPORT.

The directors have pleasure in presenting their report of the transactions of the company for the past year. An examination of the accompanying statements of accounts will show that the progress made has been rapid, solid, and in every way satisfactory.

During the year we received 2,755 applications for life assurance amounting to \$4,102,710.55. Of these 2,504, for \$3,732,331.15, were accepted, and policies issued thereon, the balance being declined or withdrawn. This total is \$706,226.99 in advance of the previous year, and the passing of the four million line marks another mile post in the company's history.

In the accident department the applications were 1,363, for \$2,420,300.00, and the policies issued 1,347, for \$2,375,300.00. The combined applications of the two branches thus reached the handsome total of \$6,523,010.55.

The assurances in force at close of the year were as follows :—

Life	8,951	\$13,337,983 08
Accident.....	2,064	3,826,400 00
Total	11,015	\$17,164,383 08

The financial position of the company is very gratifying. The income has increased until it now amounts to \$563,140.52, or nearly \$2,000 for every working day in the year. The death claims which fell in were \$5,538.49 less than in 1888, although in natural course they should have increased. An addition of more than a quarter of a million has been made to the assets, bringing their total up to \$2,233,322.72. The cash surplus has also advanced to \$219,036.64, or \$156,530.64 beyond all liabilities and capital stock. And last, but by no means least, is the fact, which does not show on the surface, but to which we can testify, that the quality of the assets is exceptionally high. In view of this prosperous condition of affairs, there is no risk in predicting that the surplus to divide among policyholders at the end of the present quinquennium will be large and satisfactory.

The premises which the company has occupied since its foundation being now entirely insufficient for the requirements of our rapidly extending business, we some months ago purchased the property on the corners of Notre Dame, St. Alexis, and Hospital streets. On this it is proposed to erect a building which will be a Home Office worthy of the company, and will provide the additional accommodation which is now a necessity. The site is very central and unusually well-lighted, and as it was obtained at a low price, it is expected to prove a good investment.

It is with the deepest regret that we have to chronicle the death of our late president, Mr. Thomas Workman. The loss to the company was severely felt, while each of the directors has lost in him a warm personal friend. Mr. Workman had been president of the company since its inception. He took a deep interest in everything which affected it, and was proud of its prosperity. There can be no doubt but that the widespread influence of his name and character contributed in no small measure to its success. In view of the parliamentary and other engagements of the vice-president, Hon. A. W. Ogilvie, the board, on the motion of Mr. Ogilvie, unanimously elected Mr. Robertson Macaulay, the managing director, to the vacant presidency. Mr. James P. Cleghorn, president of the Board of Trade, and managing partner of the wholesale firm of J. G. Mackenzie & Co., has been appointed to the directorate in Mr.

Workman's place. The actuary, Mr. T. B. Macaulay, has also been appointed secretary.

The directors who retire this year are :—Messrs. A. Macpherson, James Tasker, and M. McKenzie, who are all eligible for re-election. Mr. Cleghorn's name also comes up for confirmation.

T. B. MACAULAY,

Secretary.

R. MACAULAY,

President.

A. W. OGILVIE, Vice-President.

STATEMENT OF ACCOUNTS FOR 1889.

Income.

Premiums—		
Life	\$448,165 29	
Annuity	5,035 00	
Accident.....	24,741 55	
	\$477,941 84	
Less paid for re-assurances.....	1,667 81	\$476,274 03
Interest		85,531 87
Rents		1,334 62
Total income		\$563,140 52

Disbursements.

Dividends on capital	\$ 7,500 00
Death claims, including bonuses	109,141 97
Matured endowments, including bonuses.....	2,688 05
Annuity payments	1,845 70
Accident claims.....	12,835 07
Cash profits paid policy-holders.....	2,913 74
Surrender values	15,834 19
Expense account.....	88,149 03
Commissions	52,242 30
Medical fees.....	11,287 44
Total disbursements.....	\$304,437 49
Surplus over disbursements.....	258,703 03
	\$563,140 52

Assets.

Debentures—		
City of New Westminster, market value, \$2,120 ;		
city of Vancouver, \$36,000 ; town of Sorel, \$1,050 ;		
do. Iberville, \$3,030 ; do. Richmond School		
Bonds, \$8,773.94 ; do. St. Jerome, \$20,241.22 ;		
do. Valleyfield Waterworks, \$20,620 ; do. Smith's		
Falls, \$1,070 ; do. Brandon, \$600 ; village of		
Merritton, \$13,349.38 ; do. Wyoming, \$2,996 ;		
do. Portage du Fort, \$4,590 ; township of North		
Stukely, \$6,360 ; do. Alborough, \$867 ; parish of		
St. Chrysostome, \$6,369.16 ; Montreal Turnpike		\$ 130,920 70
Trust, \$2,884.....		
Stock—Montreal Loan and Mortgage Co., market		
value.....	28,260 00	
Loans on bonds and stocks	11,202 00	
Loans on real estate, first mortgages.....	1,291,796 73	
Real estate	67,031 65	
Loans on company's policies (reserves on same		
being \$170,000).....	84,461 95	
Cash in bank and on hand.....	34,181 17	
Bills receivable.....	1,056 12	
Office furniture	3,330 70	
Agents' balances, including remittances in transit		
since received.....	11,247 42	
Interest due	8,666 55	
Interest accrued	24,713 76	
Rents due and accrued	877 33	
Outstanding premiums on policies in		
force (composed largely of amounts		
on which the days of grace are		
current)	\$65,171 05	
Deferred premiums.....	43,438 38	
	\$108,609 43	
Less 10 per cent. for collections.....	10,860 94	
(These are secured by reserves on the		
policies included in the liabilities		
of over \$450,000).....	97,748 49	
Sundry accounts	331 15	
Capital stock subscribed, but not called up.....	\$1,795,822 72	
	437,500 00	
Total assets.....	\$2,233,322 72	

Liabilities.

Life reserves (Institute of Actuaries Hm table, 4 1/2% interest).....	\$1,532,335 35	
Annuity reserve.....	14,474 89	
	<u>\$1,546,810 24</u>	
Less reserves on policies re-assured..	5,320 27	\$1,541,489 97
Unearned accident premiums.....		10,999 85
Death claims (life) unpaid, reported but not proved or awaiting discharge.....		11,445 35
Profits due policy-holders.....		3,714 49
Sinking fund deposited for debentures.....		5,406 23
Sundry debts account.....		730 19
		<u>\$1,576,780 68</u>
Cash surplus to policy-holders.....		219,036 64
		<u>\$1,795,822 71</u>
Capital paid up.....	\$ 62,500 00	
Surplus over all liabilities and capital stock.....	156,536 64	
	<u>\$219,036 64</u>	

[Including uncalled capital, the surplus to policy-holders is \$656,536.64.]

The undersigned committee of directors, appointed by the board to examine the mortgages, debentures, and other securities held by the company, beg to report that we have done so very carefully in detail, and that we have found every thing correct and in the most perfect order and in exact accordance with the foregoing statements of accounts.

W. J. WITHALL,
JAMES TASKER,
A. MACPHERSON, } Directors.
M. MCKENZIE.

Montreal, February 26, 1890.

To the President and Directors of the Sun Life Assurance Company of Canada :

GENTLEMEN,—We have much pleasure in reporting that we have audited the accounts of your company for the year ending 31st December, 1889, and have certified the various statements of accounts as above.

We have verified the receipts of revenue from the various sources as far as possible, and are satisfied that the same have been fully accounted for. The disbursements are also fully sustained by vouchers.

As in past years, we have procured acknowledgments from parties that have received money on mortgages on real estate, admitting the correctness of the amounts at their debit in the company's books on the 31st December, 1889.

Respectfully submitted,
P. S. ROSS & SONS,
Chartered Accountants, Auditors.

Montreal, 3rd March, 1890.

Many gentlemen present at the meeting expressed their great pleasure at the very prosperous condition of affairs which this report indicates. The unconditional policy of the company and its honorable and liberal treatment of its policy-holders are doubtless among the chief factors in bringing about its success and popularity.

The surplus is distributed among the policy-holders every five years, and the amount divided at the end of the two last quinquenniums was as follows :—

Net surplus 31st December, 1881 (five years).....	\$ 64,824 07
Net surplus 31st December, 1886 (five years).....	94,452 97
Net surplus 31st December, 1889 (three years)....	156,536 64

The profit accumulated during the last three years alone is thus greatly in excess of the corresponding amount earned during any previous term of five years. There is every likelihood, therefore, that the policy-holders will be well satisfied with the results of the next division.

The following shows the increase in some of the features of the business of late years:—

	Income.	Assets.	Life Assurance in force.
1872.....	\$ 48,210 93	\$ 546,461 95	\$ 1,064,350 00
1876.....	102,822 14	715,944 64	2,214,093 00
1880.....	141,402 81	911,132 93	3,881,479 14
1884.....	278,379 65	1,274,897 24	6,844,404 04
1888.....	525,273 58	1,974,316 21	11,931,316 21
1889.....	563,140 53	2,235,322 72	13,337,983 08

CITIZENS INSURANCE COMPANY OF CANADA.

Report of Directors presented to the Shareholders at their Special General Meeting, 29th March, 1890.

The Directors beg to submit their report of the operations of the Company for the year ending 31st December, 1889, together with the report of the Auditors, Messrs. Philip S. Ross and William Hodgson.

The full figures of the Income and Expenditure Accounts of the various Branches, as well as the full Statements of Assets and Liabilities, will be found appended hereto. The balance at the credit of Profit and Loss Account for the year amounts to \$40,502.77, the Fire Branch having contributed largely to this favorable result. The Directors have been careful to include in the present Accounts a full estimate for all outstanding losses, the inadequate provision made for this item in past Accounts has entailed upon the current year's operations losses to the amount of \$6,609.57, all of which represented claims which occurred in previous years, and should have been charged in the last account. In ascertaining, therefore, the actual result of the business of 1889, this sum should be added to the amount at the credit of Profit and Loss Account of the year.

The handsome Surplus of the year has, however, been more than offset by the amounts written off the Assets of the Company for depreciation in Securities, bad and doubtful debts, and other items, which, in the judgment of the Directors, could not be regarded as legitimate and realizable Assets. The items so written off amount to \$45,221.63, all of which were included as available Assets in the last Annual Account, and the effect of this necessary elimination and reduction has been to reduce the available Assets of the Company from \$596,269.57 (in 1888) to \$573,675.54 in 1889; and while the Directors regret the necessity, in the face of a good year's business, of meeting the Shareholders with decreased Assets, they believe you will readily appreciate the reasons which have contributed to this reduction, and will be fully satisfied with the knowledge that the Securities detailed on the other side are correct, and that they are actually realizable for the value applied to each item.

In the preparation of the statement of Liabilities, the Directors have this year introduced for the first time the principle of applying the full Re-Insurance Reserve defined by the Dominion Government. The effect of this modification has been largely to increase the amount of the Company's liability under this particular item, and correspondingly to reduce the amount of the surplus of Assets over Liabilities. But the Directors believe the course now adopted to be the only safe and prudent one, and have no doubt it will receive your thorough approval.

The Funds now available for the protection of the Company's policyholders are as follows, viz. :—

Re-Insurance and Reserve Fund.....	\$ 459,139 76
Surplus of Assets over all Liabilities....	37,134 20
Unpaid Capital.....	<u>755,478 46</u>

Total available Funds..... \$1,251,752 42

The Directors have devoted much attention during the past year to the re-arrangement of the mode of conducting the Company's business, with particular reference to the establishment and management of Agencies, supervision of Disbursements, the scrutiny of Risks and Losses, due accounting by Agents and Employes, and the Collection of Overdrafts and Balances. And although much yet remains to be done, they believe their efforts have not been unsuccessful, and will receive your approval. The former General Manager resigned in

December last, and, after careful enquiry, the Directors have appointed Mr. E. P. Eaton General Manager of the Company, and they have every reason to believe that he will prove an efficient and zealous officer.

Your Directors do not deem it advisable, in the interest of the Company, to declare any dividend for the current year.

The Directors retiring are, Messrs. Andrew Allan, Chas. D. Proctor and Arthur Prevost, all of whom are eligible for re-election.

J. J. C. ABBOTT, President.

SUMMARY OF ACCOUNTS, YEAR 1889.

FIRE BRANCH.

Revenue.

Gross Premiums and Endorsement Fees	\$264,432 31
Return Premiums and Re-insurances	32,516 08
Total Net Premiums	\$231,916 23
Interests and Rents	9,868 21
	\$241,784 44

Expenditure.

Losses paid and outstanding, including adjustment expenses	134,480 96
Commission, Brokerage, Salaries, Directors' Fees, and all other expenses	65,044 81
Balance to credit of Profit and Loss account	42,258 67
	\$241,784 44

LIFE BRANCH.

Revenue.

Premiums (Net)	\$58,636 75
Interest	10,743 80
Balance to Debit of Profit and Loss account	6,362 80
	\$75,743 35

Expenditure.

Endowment and Death Claims, Paid and Outstanding	\$50,242 00
Surrender Values, Bonuses, &c.	3,531 01
Commission, Medical Fees, Salaries, Taxes, and all other Expenses	21,970 34
	\$75,743 35

ACCIDENT BRANCH.

Revenue.

Premiums (Net)	\$40,991 33
	\$40,991 33

Expenditure.

Losses Paid and Outstanding	\$17,374 02
Commissions, Salaries, Taxes and all other Expenses	19,010 41
Balance to Credit of Profit and Loss Account	4,606 90
	\$40,991 33

PROFIT AND LOSS ACCOUNT.

Balance at Credit of Fire Branch	\$12,258 67
Balance at Credit of Accident Branch	4,606 90
	\$16,865 57
Balance at Debit of Life Branch	6,362 80
Net Surplus of the year, after providing for all Outstanding Losses	10,502 77
	\$16,865 57

Assets and Liabilities.

FIRE AND ACCIDENT BRANCHES.

Assets.

Montreal Harbor Bonds	\$57,295 00
Parkhill Bonds	3,165 00
Three Rivers Bonds	39,220 00
C. P. R. Land Grant Bonds	9,855 00
Windsor Bonds	12,787 50
London West Bonds	5,725 00
City of Winnipeg School Bonds	16,200 00
Real Estate	100,600 00
Bills Receivable	1,733 47
Sundry Debtors	4,096 48

Premiums in course of Collection and Agent's Balances	19,092 28
Furniture, Plans and Plant	6,167 06
Accrued Interest and Rents	3,561 35
Cash in Bank and Office	30,498 45
	\$309,996 67

Liabilities.

Losses in course of adjustment	\$1,446 02
Due upon Head Office property	45,653 40
Reserve Re-insurance, Government Standard	169,613 65
Surplus of Assets over all Liabilities	73,283 54
	\$309,996 62

LIFE BRANCH.

Assets.

Montreal Harbor Bonds	\$16,525 00
Montreal City Stock	21,240 00
Montreal Corporation Bonds	9,000 00
Toronto City Bonds	10,946 46
Canada Central Railway Bonds	10,161 60
Montreal Loan and Mortgage Company's Stock	9,000 00
West Tilbury Township Bonds	2,479 34
Sandwich Township Bonds	1,904 00
Parkhill Bonds	1,055 00
Windsor Bonds	1,707 52
R. C. School Bonds	2,400 00
Quebec Provincial Bonds	32,700 00
Three Rivers Bonds	6,360 00
Dundas Cotton Mills Company's Bonds, 1st mortgage	10,000 00
Dominion Telegraph Company Bonds	9,733 33
Montreal Cotton Company's Bonds, 1st mortgage	16,120 00
London Loan Company Bonds	5,000 00
C. P. R. Land Grant Bonds	5,450 00
City of Victoria, B.C., Bonds	20,850 00
Intercolonial Coal Company's Stock	4,962 50
Montreal Investment Trust Stock	6,000 00
Loans on Policies	8,770 20
Outstanding and Deferred Premiums, less 10 per cent. (net)	25,158 29
Accrued Interest and other assets	7,233 24
Cash in Bank and Office	18,883 94
Deficit of Assets	36,149 34
	\$299,790 26

Liabilities.

Death Claims in course of proof	\$10,000 00
Other Liabilities	264 15
Reserve Fund, Government Standard	289,526 11
	\$299,790 26

CAPITAL ACCOUNT.

Shareholder's Capital	\$875,925 00
Balance of Fire and Accident Assets	73,283 54
	\$949,208 54
Life Department, Deficiency of Assets	\$36,149 34
Capital paid up	157,580 74
Balance being Surplus Security	755,478 46
	\$949,208 34

AUDITORS' REPORT.

To the President and Directors of the Citizens Insurance Company of Canada:

GENTLEMEN,—

We, the undersigned, have audited the business of the past year (1889), and have verified the Cash disbursements from the Vouchers presented to us. We have also verified the postings from the subsidiary Books to the General Books, and have scrutinized the Securities in the Company's possession, and the Certificates of the Dominion Government, etc., for those in their possession.

We have tried, as far as possible, to verify the sources of revenue, and report the whole to be in accordance with the various records of the Company, and of the statements to be submitted to you.

(Signed), WM. HODGSON, }
PHILIP S. ROSS, } Auditors.

MONTREAL, 20th March, 1890.

THE TEMPERANCE AND GENERAL LIFE ASSURANCE COMPANY.

The fourth Annual Meeting of the Temperance and General Life Assurance Company of North America was held in the Company's offices in Toronto, 12th March, the President, Hon. George W. Ross, in the chair. Dr. Natress acted as secretary of the meeting. The President read the report, as follows:

The Directors herewith submit their fourth annual report: The number of applications for insurance during the year was 987 for \$1,404,500, a few of which were held in abeyance at the end of the year, and 873 accepted, covering a policy issue of \$1,211,500; the remainder were declined.

The total insurance in force at the 31st of December, 1889, was 1,957 policies, on 1,776 lives, for the sum of \$3,040,972, of which \$56,000 is re-insured, making the net amount at risk \$2,984,972. The increase at December 31st, 1889, over the amount in force at the 31st of December, 1888, is \$669,772, or nearly 30 per cent.

Our death claims for the year were remarkably small, there being only three deaths for a total insurance of \$9,000. In our last annual report we stated that the unusually heavy death loss of 1888 would be compensated for in the future, and expressed a hope that it would "right itself" in 1889. We are glad to say that our expectations have been fulfilled, and our hopes more than realized. The average of the two years is less than 65 per cent. of the amount and not quite 40 per cent. of the tabular expectancy in the number of deaths. Of course we do not expect as yet to realize the full tabular death rate.

The business in force is divided as follows:
 In the Temperance Section there are 1,437 policies for..... \$2,202,972
 In the General Section, 520 policies for..... 838,000

Total..... \$3,040,972

The usual complete and careful audits of the books and accounts have been made by the Auditor appointed by yourselves, and by the Auditing Committee of the Board, who have certified to the correctness of the statements placed before you in the financial report.

The sum of \$1,000 has been written off the balance of the preliminary expense account; the remaining \$1,000 has not been included in the assets, as it is the desire of the Board that nothing but realizable assets shall appear; ten per cent. has also been written off the amount of the account for office furniture and fixtures.

The net Re-insurance Reserve has made a very decided advance during the year, viz.: from \$47,396.00 at 31st December, 1888, to \$77,536.78. The valuations were made by the Insurance Department at Ottawa according to the Government standard.

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

GEO. W. ROSS, President.

STATEMENT OF RECEIPTS AND DISBURSEMENTS FOR THE YEAR ENDING 31ST DECEMBER, 1889.

Receipts.

Cash on hand and in bank, 31st December, 1888.....	\$9,659 86
Receipts from premiums.....	\$65,872 89
Do on interest account.....	2,846 87
Do for debentures matured.....	444 61
Do for rent.....	300 00
	<hr/>
	\$69,464 37

Disbursements.

Paid for death claims.....	\$14,000 00
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INVESTMENT ACCOUNT.

Paid for debentures.....	\$18,281 00
Loaned on real estate, first mortgage.....	3,150 00
Loans on Company's policies.....	1,307 12
Advances to agents (secured).....	2,319 13
Deposited with Empire Loan Co., London.....	48 70
Paid for office furniture and fixtures.....	25 72
	<hr/>
	\$25,131 67

EXPENSE ACCOUNT.

Commissions and salaries to officers and agents.....	\$17,837 22
Medical fees paid.....	2,605 75
Advertising, printing and stationery.....	2,687 93
Rent, taxes, fees, audit, etc.....	2,638 48
Travelling expenses of agents.....	1,373 59
Directors' fees.....	800 00
Postage, express, freight, exchange and sundries.....	554 97
	<hr/>
	\$28,497 94

SUNDRIES.

Paid for re-insurance.....	\$981 52
Surrender values paid.....	385 13
	<hr/>
	\$1,366 65
Balance cash on hand and in bank.....	10,127 97
	<hr/>
	\$79,124 23

Assets.

Cash in hands of the Receiver-General (part of Government deposit).....	\$20,000 00
Special deposit in the Imperial Bank.....	10,000 00
Debentures—St. Catharines, Brampton, Whitby, township of Chaffey, township of Perry, Welland county, St. Mary's (\$38,036.39 of which is deposited with the Government at Ottawa as security for policyholders) market value.....	46,035 67
Short date notes for premiums.....	1,997 90
Policy loans.....	1,307 12
Mortgage loan.....	3,150 00
Agents' balances and advances, secured.....	3,167 46
Office furniture and fixtures.....	1,190 15
Interest due and accrued.....	779 22
Rent due.....	200 00
Empire Loan Company, deposit at London.....	48 70
Outstanding and deferred premiums.....	\$19,433 02
Less 10 per cent. for collection.....	1,943 30
	<hr/>
	\$17,489 72
Balance of uncalled guarantee funds.....	40,000 00
Cash on hand and in Banks.....	10,127 97
	<hr/>
	\$155,493 91

Liabilities.

Re-insurance reserve (Hm. 4½ per cent. tables) computed by the Insurance Department at Ottawa.....	77,985 49
Less value of re-insurances.....	448 71
	<hr/>
	\$77,536 78
Due on account of general expenses (since paid).....	475 00
Premiums paid in advance.....	380 52
Contingent fund for collection of bills received....	199 79
Surplus—Security to policyholders.....	76,901 82
	<hr/>
	\$155,493 91

JAMES B. FUDGER,

Secretary and Manager, *pro tem.*

I have made a careful audit of the Books and Accounts of the Temperance and General Life Assurance Company, for the year ending 31st December, 1889, and hereby certify that the accounts as set forth above are true exhibits of the Books of the Company at that date.

R. H. TOMLINSON, Auditor.

TORONTO, March 5, 1890.

We have made an independent examination of the Receipts and Disbursements for the year 1889, also of the Assets and Liabilities of the Company, and find them as set forth in the above Statement.

ROBERT McLEAN, }
 SAMUEL TREES, } Auditing Committee.

The Hon. Geo. W. Ross, in moving the adoption of the Annual Report of the Directors, said: It affords me pleasure to again meet so large a number of those interested in the well-

being of the Temperance and General Life Assurance Company at our Annual Meeting. I trust the interest manifested here to-day will continue to be manifested at all times, and that both Guarantors and Policyholders will assist in bringing and keeping the name of the Company prominently before the public as an institution well worthy of the fullest confidence.

Our insurance in force increased during the past year from \$2,371,200 under 1,462 policies to \$3,040,972 under 1,957 policies, and our income from \$56,965 during 1888 to \$69,464 in 1889. Our death rate has been small, and we are hopeful that by continuing to exercise great care in the selection of risks, we shall in future experience a ratio of loss so low as to insure returns and profits, which will be highly satisfactory to all who are interested in the Company.

We have not been fully satisfied, as you are aware, with the way in which the affairs of our Company have been managed, and we as a board have felt compelled to take action with a view to a change. We believe this action will be fully endorsed by you, and that the result will be to gain for our company the prominent position which a Company possessed of our special features should occupy.

It gives me pleasure to refer to the excellent work done by our General Agents. We have too few of them, however, and desire and intend to increase their number materially, and to infuse new life and energy into every department of the Company's work during the current year.

The adoption of the report was seconded by Mr. Robert McLean and carried.

The gentlemen whose names follow were elected directors:

Messrs. S. H. Blake, Toronto; Alexander Barrie, Galt; W. H. Bowlby, Berlin; P. H. Burton, Toronto; Thomas Caswell, Toronto; Joseph A. Fife, Peterboro; John Flett, Toronto; Richard Hewson, Brampton; Robert McLean, W. Nattress, George

W. Ross, Toronto; George Suffell, St. Thomas; Samuel Trees, Toronto; George H. Wilkes, Brantford; W. Watterworth, Ingersoll; Joseph Williams, Goderich.

At a meeting of Directors subsequently held, Hon. George W. Ross was elected president, Messrs. S. H. Blake and R. McLean vice-presidents.

At a special meeting of the Directors held on the 24th inst., Mr. H. Sutherland, formerly superintendent of agents for the Federal Life Assurance Company, was chosen manager of the company by unanimous consent. He has since been placed in charge of the office, and has entered upon the duties of his position.

Banque Ville Marie.

Established 1873.

HEAD OFFICE: MONTREAL.
Paid-up Capital, \$477,530.
Reserve, 20,000.

DIRECTORS.

W. Weir, President.
J. G. Davie, Vice-President.
Godfrey Weir.
John McDougall.
W. Strachan.
Ubalde Garand, Cashier.

BRANCHES.

Berthier... A. Garlepy.
Hochelega... Geo. Dastous.
Hull... A. Le Blanc.
Lachute... H. Frost.
St. Césaire... M. L. J. Lacasse.
Louisville... F. X. O. Lacoursiere.
Nicolet... C. A. Sylvestre.
Pt. St. Charles, M. J. E. Wall.
St. Jerome... G. Laviolette.

AGENTS AT NEW YORK.

The National Bank of the Republic and Ladenburg, Thalmann & Co.

Union Bank Canada.

Established 1865.

HEAD OFFICE: Quebec.

Paid-up Capital, \$1,200,000.

DIRECTORS.

Andrew Thomson, President.
E. J. Price, Vice-President.
Hon. Thos. McGreevy, E. Giroux, D. C. Thomson, E. J. Hale, Sir A. T. Galt, G.C.M.G.
E. E. Webb, Cashier.

FOREIGN AGENTS.

London—The Alliance Bank Limited.
Liverpool—Bank of Liverpool, Limited.
New York—National Park Bk
Boston—Lincoln National Bk.
Minneapolis—First National Bank.

BRANCHES.

Alexandria.
Iroquois.
Merricksville.
Montreal.
Ottawa.
Quebec.
Smiths Falls.
Toronto.
Winnipeg.
W. Winchester.
Leithbridge, Alberta.

THE

MUTUAL LIFE INSURANCE COMPANY

OF NEW YORK.

RICHARD A. McCURDY,
President.

Every Desirable FORM OF POLICY.

The MUTUAL of New York, is the largest LIFE INSURANCE COMPANY in the World, with the best Record.

ASSETS, - - - - \$136,401,328.
SURPLUS, at four per cent., 9,657,248.

FAYETTE BROWN,
General Manager,
MONTREAL.

J. L. STEARNS,
General Manager,
HALIFAX, N.S.

GOOD AGENTS WANTED.—Liberal Terms to the right men.

INSURANCE **AETNA** COMPANY.

CANADIAN AGENCY ESTABLISHED 1821.

HARTFORD, CONN.

CASH ASSETS, \$10,071,509.65.

Fire and Inland Marine Insurance.

J. GOODNOW, President; W. B. CLARK, Vice-Pres.; A. C. BAYNE, Sec.;
JAS. F. DUDLEY, WM. H. KING, Assistant Secretaries.

FIRE INS. **HARTFORD** COMPANY.

ESTABLISHED 1810.

HARTFORD, CONN.

CASH ASSETS, \$6,142,454.49.

Fire Insurance Exclusively.

GEO. L. CHASE, President.

P. C. ROYCE, Secretary.

WOOD & EVANS, Agents, MONTREAL.

THE FIRE INSURANCE BUSINESS

heretofore carried on by the undersigned as COMMISSION AGENTS, at their old offices, 45 ST. FRANCOIS XAVIER ST., MONTREAL, for the NORTHERN and CALEDONIAN Insurance Companies, will continue in favor of

The CALEDONIAN INSURANCE COMPANY

OF EDINBURGH.

The Oldest Scotch Office, founded 1805, and one of the strongest Companies represented in Canada, and our other Insurance connections as BROKERS and AGENTS. Continuance of all business connections is solicited, and the undersigned beg to acknowledge the support given to them in this department of business during the last TWENTY-FIVE YEARS.

TAYLOR BROS., 45 St. Francois Xavier St., Montreal

ASSURANCE NORTH AMERICAN LIFE COMPANY,

HON. ALEX. MACKENZIE, M.P., Ex-Prime Minister of Canada, PRESIDENT.

HON. ALEX. MORRIS, M.P.P., JOHN L. BLAIE, VICE-PRESIDENTS.

WM. McCABE, F.I.A., Managing Director.

HEAD OFFICE,

TORONTO.

— MONTREAL LOCAL DIRECTORS: —

HON. D. A. MACDONALD,
HON. J. R. THIRAUDEAU,
ANDREW ROBERTSON, Esq.

HON. H. MERCIER, M.P.P.,
JOHN McDUGALL, Esq.,
A. DESJARDINS, Esq., M.P.

HON. THOS. WHITE,
W. H. HINGSTON, Esq., M.D.,
E. P. LACHAPPELLE, Esq., M.D., Prov. Laval University.

CHAS. AULT, M.D., Manager Province of Quebec.

62 ST. JAMES STREET, M77777

THE WATERLOO MUTUAL FIRE INSURANCE COMPANY,

ESTABLISHED IN 1863.

HEAD OFFICE WATERLOO, ONT.

Assets	:	:	:	:	:	:	\$180,260.72
Reserve in Force	:	:	:	:	:	:	13,165-

Intending Insurers of all classes of insurable property have the option of insuring at STOCK RATES or on the Mutual System.

CHARLES HENDRY,
President.

C. M. TAYLOR,
Secretary.

JOHN KILLER,
Inspector.

GEORGE RANDALL,
Vice-President.

LONDON AND LANCASHIRE

FIRE

INSURANCE COMPANY

OF LIVERPOOL, ENGLAND.

Capital, £1,852,000 Stg.

Fire Premiums 1887, (net) £480,190.5..1Stg.

WOOD & EVANS, General Agents.
Province of Quebec. MONTREAL.

THE MERCANTILE — FIRE INSURANCE COMPANY. —

INCORPORATED 1875.

HEAD OFFICE WATERLOO, ONT.

SUBSCRIBED CAPITAL	-----	\$200,000
GOVERNMENT DEPOSIT	-----	20,129.00

The business for the past thirteen years has been

PREMIUMS received	\$758,104.25
LOSSES paid	419,642.51

44 DOLLARS PROMPTLY ADJUSTED AND PAID.

I. E. BOWMAN, President, P. H. SIMS, Secretary.

PROVIDENT SAVINGS Life Assurance Society OF NEW YORK.

SHEPPARD HOMANS, Pres. W. E. STEVENS &

\$50,000 deposited with the Dominion Govt.

R. H. MATSON, General Manager for Canada.
F. SPARLING, Assistant Manager.

Head Office for Canada, - 37 Yonge St., Toronto

E. J. LOCAN, General Agent for Quebec.
Office, - Imperial Buildings, Montreal

The Society insures lives as property is insured, each year by its that year's cost, on its

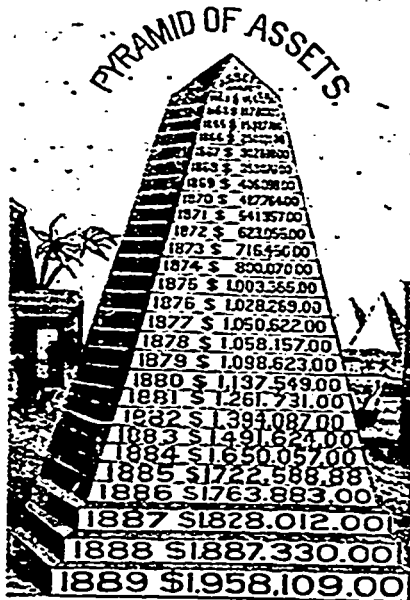
RENEWABLE TERM PLAN.

AGENTS WANTED IN UNREPRESENTED DISTRICTS

AGRICULTURAL
INSURANCE COMPANY,
OF WATERTOWN, N.Y.

ESTABLISHED 1853.

CAPITAL, \$ 500,000.00
NET ASSETS, to protect Policy Holders, 1,958,109.34
NET SURPLUS to Policy Holders, 802,191.40
NET SURPLUS to Stock Holders, 302,191.40
DEPOSIT AT OTTAWA, 125,000.00



J. FLYNN, Chief Agent, DEWEY & BUCKMAN,
25 Victoria Street, Arcade Building, General Agents Eastern Ontario, and
Province of Quebec,
TORONTO. BROCKVILLE, Ont.
SECURITY. ECONOMY.

The Natural System of Life Insurance.

THE DOMINION
Safety Fund Life Association,
ST. JOHN, N.B.

FULL DOMINION DEPOSITS.

The only Regular Company in the Dominion devoted to the business of pure Life Insurance.

PRACTICAL EXPERIENCE. UNPARALLELED RESULTS.

Twelve per cent. Dividend annually, in reduction of Natural Cost now enjoyed by those insured in 1881!! An annual dividend larger than that declared by any other Company after 5 years' enrollment.

SPECIAL FEATURES.

- Actual Insurance, but security of Trust Funds guaranteed by a fully subscribed Capital of \$500,000.
- Insurance at Natural Cost only, without any loading whatever, for an indefinite Reserve Fund.
- Terminal Profits from the Safety Fund, after 5 years' enrollment, in reduction of cost of Insurance.
- Full Endowment from the same Fund, under the conditions set forth in the Policy.

Commended and Endorsed by the Insurance Press of Canada.

Active First Class Agents Wanted, apply to
J. F. LORANGER, 42 St. James Street, Montreal, or to
Head Office, St. John, N.B., CHARLES CAMPBELL, Secretary.

CONNECTICUT FIRE INSURANCE COY.,
OF HARTFORD, CONN.

CASH CAPITAL, ONE MILLION DOLLARS.
CASH ASSETS, TWO MILLION DOLLARS.

J. D. BROWNE, President. CHARLES R. BURT, Secretary. L. W. CLARKE, Asst-Secretary.

NORTHERN



ESTABLISHED 1836.

ESTABLISHED 1836.

ASSURANCE COMPANY,

OF LONDON.

INCOME AND FUNDS, 1888.

Subscribed Capital.....	\$12,000,000	Annual Revenue from Life Premiums.....	\$1,062,115
Reserve	1,200,000	Annual Revenue from Interest upon Invested Funds.....	41,532
Accumulated Funds ...	17,200,000		
Annual Revenue from Fire Premiums.....	2,000,000		

CANADIAN BRANCH OFFICE,
1724 Notre Dame Street, - - MONTREAL

ROBERT W. TYRE, Manager.
JAMES LOCKIE, Inspector.

BOUND VOLUMES

OF THE

Insurance and Finance Chronicle

— FOR 1889. —

For Sale at \$3.50 Each.

R. N. GOOCH
— AGENT AND WESTERN DISTRICT INSPECTOR —
North British and Mercantile Insurance Co.
26 Wellington Street East, TORONTO.

DEBENTURES.

Government, Municipal and Railway.

HANSON BROS.,

TEMPLE BUILDING, MONTREAL.

Messrs. HANSON BROS. always have on hand large blocks of

GOVERNMENT AND MUNICIPAL DEBENTURES suitable for deposit by Insurance Companies with the Dominion Government at Ottawa, or, for other trusts, and are always ready to purchase first class **INVESTMENT SECURITIES** of every description.

The New York Life Insurance Company,

346 & 348 BROADWAY, NEW YORK.

SUMMARY OF FORTY-FIFTH ANNUAL REPORT.

January 1, 1890.

REVENUE ACCOUNT.

Premiums,	\$ 24,585,921 10
Interest, Rents, etc.,	4,577,345 14
<u>Total Income,</u>	<u>\$ 29,163,266 24</u>

DISBURSEMENT ACCOUNT.

Death Claims and Endowments,	\$ 6,252,095 50
Dividends, Annuities and Purchased Insurances,	5,869,026 16
<u>Total to Policy Holders,</u>	<u>\$ 12,121,121 66</u>
New Policies Issued,	39,499
New Insurance Written,	\$151,119,088 00

CONDITION JANUARY 1, 1890.

Assets,	\$105,053,600 96
* Divisible Surplus, Company's New Standard,	\$ 7,517,823 28
‡ Tontine "	7,705,053 11
Liabilities, New York State Standard,	\$ 88,761,058 57
<u>Surplus, by State Standard (4 per cent.),</u>	<u>\$ 15,600,000 00</u>
Policies in Force,	150,381 00
Insurance in Force,	\$495,601,970 00

PROGRESS IN 1889.

Increase in Interest,	\$ 303,653 06
Increase in Benefits to Policy Holders,	1,148,051 61
Increase in Surplus for Dividends,	1,716,849 01
Increase in Premiums,	3,458,330 35
Increase in Total Income,	3,761,983 41
Increase in Assets,	11,573,414 41
Increase in Insurance Written,	26,099,357 00
Increase in Insurance in Force,	75,715,465 00

* Exclusive of the Amount specially reserved as a Contingent Liability to Tontine Dividend Fund.
‡ Over and above a 4 per cent. reserve on existing Policies of that class.

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Statement of Canadian Business, Year ending 1st January, 1890.

Premiums Paid,	\$ 610,656 24; Increase over last year	\$ 110,468 00
New Insurance Issued,	4,456,100 00; " " "	620,000 00
New Insurance Paid for,	3,685,100 00; " " "	971,927 00
Total Insurance in force,	14,320,863 00; " " "	2,367,099 00

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