

# The Chronicle

Banking, Insurance and Finance



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## THE GENERAL FINANCIAL SITUATION

The Minister of Railways and Canals announced at the end of last week that the Mackenzie and Mann interests have now definitely retired from the directorate of the Canadian Northern, and that pending the final reorganization of the board the operation of the system will be in the hands of a quorum of the directors composed of Messrs. D. B. Hanna, A. J. Mitchell and G. A. Bell. It was also stated that within a few days there would be an order-in-Council by which the National Transcontinental, the I. C. R. and the C. N. R., with their various branches would be incorporated into one system under the one directorate. The Minister at the same time said that the cabinet is doing the best possible to keep the Government railway system absolutely out of politics and to have all parts of the country represented in the directorate that controls the operations. Every one with average intelligence can see that this is a most important step; and in all parts of the Dominion, to say nothing of the United Kingdom and the United States, the people will watch very closely the results of the operations of the Canadian Government Railways as thus importantly extended. There is no doubt that a large section of the best intelligence of the Dominion considers that it would be wise to try out the Government system as at present constituted for several years before undertaking to acquire the old Grand Trunk or the Canadian Pacific. That would give time for noting the defects and dangers as well as the advantages involved in this novel plan of Government ownership. Then if it appears that the results are good and beneficial for all classes of the community whose interests are entitled to consideration, the propriety of proceeding further with the nationalization program could be discussed. This policy does not apparently commend itself to the section of extremists whose voices are heard almost to the exclusion of all others. They are doing what they can to force the Government during the confusion and turmoil occasioned by the war to take without proper consideration momentous steps which could not perhaps be retraced. It is to be hoped that Ottawa will move carefully and circumspectly in regard to further extension of Government ownership of railways.

The business community evidently regards as satisfactory the recently announced change in method of handling the wheat crop. Last year many Canadian dealers and shippers who had

been long in the grain business experienced considerable hardship as a result of the virtual monopoly granted to the Wheat Export Co. In case of the 1918-1919 season the business of buying, shipping and exporting our grain crop is to be open to the regular dealers and shippers subject to Governmental control. They can thus carry on their business as before the war. It is expected, of course, that the wheat remaining for export, after home needs have been satisfied, will be sold as heretofore to the British Government. But definite financial arrangements regarding the operations of the British purchasing agents have apparently not yet been made; and to obviate any possible delay through unreadiness of the British agents to take all grain offered to them, the Dominion Government guarantees a market for the surplus Canadian wheat at the price fixed by the Board of Grain Supervisors. That is to say if our dealers have grain to sell with no buyers in the market the Government will buy—presumably using for this purpose the proceeds of short date credits granted by the Canadian banks. Thus it would appear that the bank credits based on grain during this season will be more like they were before the war—their regular customers, the grain dealers, millers, etc., will get larger advances instead of the concentration of credit in the hands of the one central borrower. Last year it will be remembered the banks participated in granting a special credit of \$100,000,000 to the British Government, which credit was operated by the Wheat Export Company.

Stock speculators in Wall Street, after carefully considering last week's action of the bankers in regard to limitation of amounts loaned at call, have apparently arrived at the conclusion that it will not be an easy matter to boom the price list under the circumstances. Towards the close of the week the banks notified the brokers that the amount of funds loaned on Wall Street collateral would not be increased. That was tantamount to saying that brokers could not obtain new loans to take up fresh purchases of stocks unless they had meantime liquidated some old loans in whole or in part. Also the brokers were notified that they must send in daily statements showing the amount of their loans from banks. The action of the banks was prompted no doubt by the recent activity of bull speculators and by the consideration that the fourth Liberty Loan is to be floated at the end of this month. It is difficult to conceive

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# BANK OF MONTREAL

ESTABLISHED 100 YEARS (1817-1917)

Capital Paid up, \$16,000,000

Rest, \$16,000,000

Undivided Profits, \$1,784,979

Total Assets - - \$426,322,096

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General Manager—Sir Frederick Williams-Taylor

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MEXICO CITY

NEWFOUNDLAND: St. John's, Curling and Grand Falls.

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Established 1867 Head Office: TORONTO

Paid-up Capital - \$15,000,000

Rest - - - - 13,500,000

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H. V. F. JONES, Assistant General Manager.

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Great Britain—London. Mexico—Mexico City.

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Newfoundland—St. John's.

Agents and Correspondents throughout the World

# The Molsons Bank

## 152nd DIVIDEND

The Shareholders of the Molson's Bank are hereby notified that a Dividend of TWO AND THREE-QUARTERS PER CENT. (being at the rate of Eleven per cent. per annum) upon the capital stock has been declared for the current quarter, and that the same will be payable at the office of the Bank, in Montreal, and at the Branches, on and after the

FIRST DAY OF OCTOBER NEXT, to Shareholders of record on 15th September, 1918,

THE ANNUAL GENERAL MEETING of the Shareholders of the Bank will be held at its banking house, in this City, on MONDAY, the 4th of NOVEMBER next, at three o'clock in the afternoon.

By the order of the Board,

EDWARD C. PRATT,  
 General Manager.

Montreal, 21st August, 1918.

# THE BANK OF BRITISH NORTH AMERICA

Established in 1836 Incorporated by Royal Charter in 1840

Paid-up Capital - \$4,866,666  
Reserve Fund, - 3,017,333

## DIVIDEND NOTICE

The Court of Directors hereby give notice that an interim dividend for the half year ended 31st May last, of Forty Shillings per share, less Income Tax, being at the rate of eight per cent. per annum, will be paid on the 5th day of October next to the Proprietors of shares registered in the Dominion of Canada.

The Dividend will be payable at the the legal par of exchange on the 5th day of October next.

No transfer can be made between the 21st instant inclusive and the 4th proximo inclusive, as the books must be closed during that period.

**JACKSON DODDS,**  
Secretary

NO. 5 GRACECHURCH STREET,  
LONDON, E.C.  
5TH SEPTEMBER, 1918.

Agents in Canada for Colonial Bank, London  
and West Indies

**G. B. GERRARD, Manager, Montreal Branch**

# The MERCHANTS BANK OF CANADA

HEAD OFFICE - MONTREAL  
Capital Paid-up - \$7,000,000  
Reserve and Undivided Profits 7,437,973  
Total Deposits (May, 1918) 113,000,000  
Total Assets (May 1918) - 144,000,000

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T. E. MERRETT, Supt. of Branches and Chief Inspector



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Extending from the Atlantic to the Pacific

New York Agency: 63 & 65 Wall Street

ESTABLISHED - 1875

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Head Office: Toronto

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Reserve Fund - 7,000,000

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President

E. HAY  
General Manager

Government, Municipal  
and other High Class  
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Correspondence Invited

ADDRESS

THE MANAGER,  
BOND DEPARTMENT,

Toronto



# THE ROYAL BANK OF CANADA

Incorporated 1869

Capital Paid Up, \$14,000,000

Reserves, \$15,000,000      Assets, \$360,000,000

Head Office, Montreal

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Costa Rica, Venezuela

BRITISH WEST INDIES

In Antigua, Bahamas, Barbados, Dominica, Grenada,  
Jamaica, Montserrat, Nevis, St. Kitts,  
Tobago, Trinidad, British Guiana and British Honduras  
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In connection with all Branches. Ac-  
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160 St. James Street, MONTREAL

M. S. BOGERT, Manager

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Incorporated  
1855.

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Paid-up Capital, \$5,000,000.

Reserved Funds, \$6,555,306

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J. HENDERSON, *Vice-President*  
WILLIAM STONE,  
JOHN MACDONALD  
LT.-COL. A. H. GOODERHAM,  
BRIG.-GEN. F. S. MEIGHEN,  
J. L. ENGLEHART,  
WM. I. GEAR,  
PAUL J. MYLER,  
A. H. CAMPBELL,  
THOS. F. HOW, *Gen. Manager*.  
JOHN R. LAMB, *Assistant Gen.  
Manager*.  
D. C. GRANT, *Chief Inspector*.

## THE BANK OF NOVA SCOTIA

INCORPORATED 1832

Capital - - - \$6,500,000.00  
Reserve Fund - - - 12,000,000.00  
Total Assets over - - 130,000,000.00

Head Office - - HALIFAX, N.S.

CHARLES ARCHIBALD, President  
Genl. Manager's Office, TORONTO, Ont.

H. A. RICHARDSON, General Manager  
Branches throughout every Province in Canada,  
and in Newfoundland, Jamaica and Cuba  
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## THE BANK OF OTTAWA

ESTABLISHED 1874

Capital Paid-Up      \$4,000,000  
Res      \$4,750,000

94 Branches in Canada

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# The Chronicle

## Banking, Insurance and Finance

ESTABLISHED 1881. PUBLISHED EVERY FRIDAY.

F. WILSON-SMITH, *Proprietor and Managing Editor.*

*Office:*

406-408 LAKE OF THE WOODS BUILDING,

10 ST. JOHN STREET, MONTREAL.

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**MONTREAL, FRIDAY, SEPTEMBER 13, 1918**

### BANK OF MONTREAL SHAREHOLDERS RATIFY PURCHASE OF BANK OF BRITISH NORTH AMERICA.

The agreement for the purchase of the Bank of British North America by the Bank of Montreal was unanimously approved at the special meeting of the shareholders of the Bank of Montreal held on the 10th instant. As the shareholders of the B. N. A. had similarly given their approval to the terms offered by the Bank of Montreal, application to the Governor-General in Council for his approval, in accordance with the provisions of the Bank Act, will now be made in due course. A preliminary step will be the formal publication of a notice of the bank's intention to make this application.

In submitting the resolution in approval of the agreement to the shareholders of the Bank of Montreal yesterday, the president, Sir Vincent Meredith, said:

"Your directors decided, after very full and careful consideration over an extended period, that it was in the best interests of the Bank to acquire the Bank of British North America. Our action would also correct an anomalous situation in the Canadian banking field by eliminating the only bank operating in the Dominion not governed by the Canadian Banking Act.

"Negotiations were opened and brought to a successful conclusion recently with the result that the directors of both banks entered into a provisional agreement, subject to their shareholders' ratification. A copy of the agreement is before you, and your directors feel that you will consider the terms advantageous to us and equitable to both.

"Briefly, the Bank of Montreal purchases all the assets wherever situated and assumes all the liabilities of the Bank of British North America for the consideration of £75 cash payable in London for each share of the Bank of British North America of the par value of £50.

"The shareholders of the Bank of British North America have the option of exchanging their holdings of Bank of British North America stock of the par value of £50 for two shares of Bank of Montreal stock of the par value of \$100 each.

"A preliminary examination of the business of the bank has justified our opinion of its soundness and the terms on which your directors have agreed, with your approval, to take it over."

### NEW STEEL POLICY ADOPTED AT OTTAWA.

A radical step has been taken by the Government at Ottawa, to insure adequate production and proper distribution of iron and steel raw materials in Canada to meet war and industrial needs. An Order-in-Council has been passed empowering the War Trade Board to co-ordinate the manufacturing capacity of Canadian iron and steel factories and distribute orders among them according to the capacity of the individual factories to take care of the orders to the best national advantage.

Generally, the War Trade Board is authorized and instructed to see to it that the basic raw materials of manufacture in Canada, both for munitions and for industrial purposes, are turned out to the greatest possible economic advantage, and with the best possible distribution of supplies of labour and materials.

The War Trade Board will exercise supervision over the iron and steel industry analogous to that exercised by the Railway War Board over the railways. Each company will still, of course, retain its corporate entity and look after its own financial arrangements and management as heretofore. But the flow of orders will be regulated by the War Trade Board so as to prevent congestion with any one particular company, and possibly also so as to secure a specialization on output of particular commodities by individual companies with a view to speeding output and generally regulating supply and demand.

With the great scarcity of iron and steel raw materials, both in the United States and in Canada, and with an enormous demand to meet the munitions orders in sight for the next twelve months, it has been found necessary to provide for the Government control and supervision of the iron and steel industry in each country.

Similar action has already been taken at Washington to regulate iron and steel output in the United States.

### THE GENERAL FINANCIAL SITUATION.

(Continued from Front Page)

of a boom in stocks while the supply of money and credit is so rigorously conserved. Even if further good news comes from the French battlefields, would-be enthusiastic purchasers of stocks on margin will likely have to hold their enthusiasm in bounds until circumstances permit the bankers to loosen their purse strings. To some extent the same shortage of funds for margin purchases has been in evidence here; but nevertheless a number of our prominent industrial stocks scored substantial advances. The recently announced plan of the New York banks, to lend at call on acceptances, is now in operation. Loans are made at call on acceptances at 4½ per cent., as against the 6 per cent. rate exacted for loans on stock market collateral. It is not expected that very large amounts will be employed in this form at present.

In their Saturday statement the New York Clearing House banks reported loan increase of \$119,800,000; an increase of \$14,200,000 in reserve in Federal Reserve Bank; an increase of \$82,000,000 in net demand deposits; and an increase of \$3,300,000 in excess reserve—bringing the aggregate thereof up to \$58,700,000.



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J. D. Simpson, Deputy Assistant Manager.



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AND GENERAL ASSURANCE ASSOCIATION  
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of LONDON, ENGLAND**

ESTABLISHED IN CANADA, 1863

**ASSETS EXCEED \$24,500,000**

**DIRECTORS FOR CANADA:**  
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Manager for Canada: ALEX. BISSETT

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**THE MANUFACTURERS LIFE  
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TORONTO - - CANADA

### CANADIAN LOCOMOTIVE COMPANY, LIMITED.

The seventh annual report of the Canadian Locomotive Company appearing on another page indicates a strong position, and highly encouraging conditions for the current year, although the profits for the year ending June 30th are somewhat less than the previous year. Mr. Aemilius Jarvis, Chairman of the Board, referred to the satisfactory amount of contracts that the company has on hand at the present time, more than ample, to keep the shops fully occupied for some considerable time. These contracts, we understand, were all taken at satisfactory prices, so that it is fully expected that next year's statement will show a continuance of the record of satisfactory earnings.

The profits from operation for the year ending June 30th last, after taking care of business profits war tax amounted to \$669,917, compared with \$721,255 for the preceding year, which was the largest in the Company's history. After allowances for bond interest \$90,000, provision for special replacement \$25,000 and the sum of \$100,000 to general depreciation reserve, there is a surplus of \$462,937.02 which, added to adjusted balance at credit 1st July, 1917, of \$706,479.98, makes a total of \$1,169,417 for distribution, appropriated as follows: Sinking Fund provision \$15,000; Preferred Dividend \$105,000, and Common Dividends \$120,000. The balance forward at credit of profit and loss, is increased to \$929,417, compared with \$690,577 a year ago.

The Company's cash position is strong, amounting to \$567,006 on hand and in banks. There is also an improved position as regards working capital. Current assets have increased from \$1,340,929 to \$2,148,442, and the total assets which were \$6,875,976 in 1917, have advanced to \$7,694,944 in which is included a new Victory Loan investment of \$248,915.

Since the Company's organization, the profits have totalled the large amount of \$3,173,341, or an average net earning of over \$453,000 per annum. It should be borne in mind that this record includes the year 1915, when as a result of disturbed conditions, occasioned by the war, the earnings were only \$134,000.

### LIEUT.-COLONEL W. H. CLARK-KENNEDY WOUNDED.

Lieut.-Colonel W. H. Clark-Kennedy, so well known in Montreal as assistant manager for Canada of the Standard Life, was reported wounded in the knee this week. This gentleman was connected with the late Major Norsworthy from the commencement of the war, and has served the Empire, through many campaigns, with distinction. Lieut.-Colonel Clark-Kennedy was an assistant manager of the Standard Life in Montreal on the retirement of the late Major Norsworthy, where he has earned the respect and admiration of his colleagues in the city. In his military career he has served in the

### GREAT BRITAIN'S OUTLAY.

In his recent explanation in the House of Commons on a vote of £700,000,000 for war purposes, Bonar Law, Chancellor of the Exchequer, made for the first time a distinction between the ordinary and what he termed the "recoverable" war outlay of Great Britain. In the latter class he put the amounts advanced to Allied governments, as follows: Russia, £568,000,000; France, £402,000,000; Italy, £313,000,000; Belgium, Serbia, Greece and Roumania, £119,000,000. A total of £1,402,000,000; to which may be added £208,500,000, advanced to overseas governments within the Empire, making the immense aggregate of £1,610,500,000.

As in the Napoleonic wars, Great Britain has borne the lion's share of the burden both of the fighting and of the cost; in saying this there is no disparagement of the superb, unconquerable spirit of which France has given proof, or of the valor and the sacrifices of the others of the Allied nations in the cause of freedom. It was Great Britain's financial strength which enabled some of them to stay in the struggle until the United States came in, when part of the financial burden was shifted to this side of the Atlantic.

### AFTER THE WAR.

For some time after the war civilian trade is likely to remain good because of scarcity during the war. Working men and women have been earning good wages and when they find that civilian requirements, and even desires, cannot be met, they are tempted to buy freely during the war, immediately following the negotiations. Merchants supply themselves with goods to meet the demand, and many are too willing to keep their mills running. A revulsion is likely—also a readjustment of prices will take place; workers' wages will begin to fall; and many of the bankers and money-lenders who have been speculative in their investments, as freely as they have done, will be forced to the wall by the events of the war. Their investments will be



**TRAFFIC RETURNS.**

Canadian Pacific Railway.				
	1916	1917	1918	Increase
Year to date	1916	1917	1918	
Aug. 31	\$73,047,000	\$94,523,000	\$94,846,000	\$323,000
Week ending	1916	1917	1918	Increase
Sept. 7	2,679,000	2,666,000	3,053,000	387,000
Grand Trunk Railway.				
	1916	1917	1918	Increase
Year to date	1916	1917	1918	
Aug. 31	\$32,589,209	\$41,082,168	\$45,714,434	\$4,632,266
Week ending	1916	1917	1918	Increase
Aug. 7	1,256,376	984,921	1,236,343	251,422
14	1,236,989	993,968	1,285,264	291,296
21	1,304,848	1,043,948	1,341,827	297,879
31	1,952,163	1,555,987	2,238,804	682,817
Sept. 7	.....	992,615	1,346,556	353,923
Canadian Northern Railway.				
	1916	1917	1918	Increase
Year to date	1916	1917	1918	
Aug. 31	\$19,907,600	\$26,871,300	\$28,264,500	\$1,393,200
Week ending	1916	1917	1918	Increase
Sept. 7	708,900	715,800	901,000	185,200

**CANADA'S WATER POWERS.**

Among the great resources with which Canada has been so amply endowed are its vast water powers. While our mineral resources are enormous, nevertheless the supplies of coal, however great, must eventually become exhausted. But water powers are inexhaustible and they can be developed and utilized for the advantage of all the people without any serious difficulties in organization or distribution. The use is manifold, ranging from the operation of great transportation systems to detail work on small farms.

To promote efficiency and reduce the possibility of fires, get your house in order.

**BANK OF HAMILTON**

ESTABLISHED 1872

Capital (Authorized)..... \$ 5,000,000  
 Capital (Paid Up)..... 3,000,000  
 Reserve and Undivided Profits 3,500,000  
 Total Assets Over..... 64,000,000

Director, K.C.M.G., C.V.O.

J. P. Bell,  
 Gen. Manager

... since is was estab-  
 ... of Hamilton has  
 ... for courtesy,  
 ... and business  
 ... and progres-  
 ... business  
 ... On-

ESTABLISHED 1873

THE

**Standard Bank**

of CANADA

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 \$156,521,000  
 25,043,360  
 0,000,000  
 69,725  
 545

& WALES.  
 Bank of Canada.  
 ken.

## CANADA AT WAR.

(By T. B. Macaulay, President Sun Life Assurance Company of Canada).

A very interesting address was delivered by Mr. T. B. Macaulay on the 6th instant at the Hotel Astor, New York, before the International Convention of Life Underwriters. Mr. Macaulay, who had been invited to speak on the subject of Canada's experience and achievements in the war, in the course of his remarks, said:—

After four years of hostilities, when the war is now gradually nearing its close, it is difficult to place ourselves in thought back to the early days when the great German military machine, which had been preparing for forty years, was crashing through Belgium and Northern France. The sky was clouded and the outlook dark; the brave men of France and Britain were being overwhelmed by superior numbers; we had few guns to answer the German artillery, and ammunition was so short that many of our guns were restricted to five rounds a day—it was at that time and under those circumstances that Canada had the privilege of getting into the fray, and we all feel a joy and pride that we were able to do something, even though but little, to help stay the Hun in those gloomy days.

At the beginning of August, 1914, we were not only unprepared for war, but had so long breathed the atmosphere of peace, that we were unable at first to realize the importance of what had happened, and the magnitude of the crisis into which the world had been plunged. As to our duty, there was no doubt. From the Atlantic to the Pacific we felt that it was both our duty and our privilege to put our whole weight into the struggle, side by side with the Mother Country. But what were we able to do? In what way could we help? As for military organization, we had practically none. We had 60,000 militia, but they had had little training, and had taken their duties lightly. Bernhardt had said that in the event of a European war Britain's Dominions and Colonies could be completely ignored. As for financial help, we had been a borrowing country, and how could we begin to lend?

But our national spirit rose to the needs of the occasion. Our people quietly determined to do their best. The call went out for 25,000 volunteers to go overseas, and, thanks largely to the energy of Sir Sam Hughes, within a few months we had sent off not 25,000, but 33,000. Further detachments were despatched as quickly as they could be raised and drilled, until we now have a total of over 550,000 enlistments, and will soon have 600,000, and of these about 450,000 are already in Europe. Every month is adding to the number. We have promised that we will send over not less than 500,000, and we propose to keep that promise.

Our enlistments, including those secured under the Military Service Act, already number about one in thirteen of our population. In the same proportion the figures for the United States would be around 8,000,000, which is about the number you are preparing to raise.

We are a young and growing country; we

have been an extravagant country; and we thought we could do little towards financing the war. At the beginning the Mother Country advanced money to the various Dominions at the same rate as she herself had to pay, but by 1915 we began to rely on ourselves. The Government issued the call for the first domestic loan. They asked for \$50,000,000, and wondered if they would get it. The subscriptions came to over \$113,000,000. On the strong urgency of the larger subscribers the Government took \$100,000,000 of this amount.

In September, 1916, they asked for \$100,000,000, and we offered them \$201,000,000.

Six months later, in March, 1917, they asked for \$150,000,000, and we offered them \$254,000,000.

In November of the same year they asked for yet another \$150,000,000, and we offered them \$419,000,000. For this loan the Government had reserved the right to accept all subscriptions, and they did take \$400,000,000.

If in 1915 a man had told us that within the next two years the people of Canada would supply the Government with \$750,000,000, or \$100 for every man, woman and child in the country, he would have been looked on as a wild visionary. People do not know what they can do until they really try, and we surprised ourselves.

The subscribers to our first loan numbered 24,800; to the last loan they numbered 820,000, or nearly one in nine of the population. And now our Government is about to ask for \$300,000,000 more, and I shall be surprised if the answer is not at least \$500,000,000, and I imagine that they will take it all.

We shall have a heavy debt, but what of that? We shall carry it with ease, for we are young and growing, and our shoulders are broad. Canada was never so strong or so prosperous as at this moment.

Not merely have we raised these large amounts of Government loans, but we have kept up the price of our bond issues, so that every person who bought a Canadian Victory Bond can to-day get for it on the spot more than it cost him. The brokerage and bond houses of the Dominion have been organized into a great committee, and whenever any bond is offered for sale it is at once resold to other purchasers. The demand for bonds has been stimulated until it now exceeds the supply, and the market price is above the cost price. Our Government can borrow this year on slightly better terms than it had to give last year. That speaks for itself for the value of the bonds and the credit and wealth of the country.

In addition to the paying for the upkeep of our own troops, Canada has granted war credits to the Imperial Government of \$532,000,000, with which to purchase food stuffs, munitions, etc., in the Dominion. Our Banks have loaned the Imperial Government \$200,000,000 more. But despite the withdrawal for Government loans, the deposits in our banks are \$300,000,000 more than they were at the beginning of the war. The country never was so wealthy.

Prior to the war we lived too easy a life, and our municipalities and corporations borrowed

(Continued on Page 959)

**The Trust and Loan Co.**  
OF CANADA

Capital Subscribed ..... \$14,000,000.00  
Paid-up Capital ..... 2,950,000.00  
Reserve Funds ..... 2,783,996.38

MONEY TO LOAN ON REAL ESTATE

**30 St. James Street, Montreal**

**Prudential Trust Company**  
LIMITED

Head Office 9 St. John St., Montreal	Trustee for Bondholders	Safety Deposit
	Transfer Agent & Registrar	Vaults
	Administrator Receiver Executor	Terms Ex-
	Liquidator Guardian Assignee	ceptionally
	Trustee Custodian	moderate.
	Real Estate and Insurance Departments	Correspond-
	Insurance of every kind placed at lowest possible rates.	ence invited

**B. HAL. BROWN, President and Gen. Manager**

**Monthly Income Policies a Necessity**

A legacy of life insurance amounting to \$100,000 was completely dissipated in seven years by faulty investments and expensive living; in another case a beneficiary squandered the proceeds of a life insurance policy amounting to \$50,000 in a single year. To protect the beneficiary against inexperience in making investments and against extravagance, the monthly income policy has been introduced, providing an automatic, safe and profitable investment of life insurance funds. Supplement your existing insurance with a monthly income policy. It can be written on the life, limited life, or endowment plan. Such a policy with our disability clause incorporated is without an equal in furnishing ideal household protection. We will gladly furnish full particulars and illustrations.

**The Mutual Life Assurance Co. of Canada**  
WATERLOO, ONTARIO

CHARLES RUBY, Gen. Mgr. E. P. CLEMENT, K.C., Pres.

**The LIFE AGENTS' MANUAL**  
THE CHRONICLE - - MONTREAL

**Western**  
Assurance Company  
Incorporated in 1851

**FIRE, MARINE, EXPLOSION AND  
AUTOMOBILE INSURANCE**

ASSETS over \$6,000,000.00

LOSSES paid since organization  
of Company . . . over \$70,000,000.00

**DIRECTORS**

W. B. MEIKLE, President and General Manager  
Sir John Aldred John Hoskin, K.C., LL.D.  
Robt. Bickerdike, (Montreal) Z. A. Lash, K.C., LL.D.  
Lt. Col. Henry Brock Geo. A. Morrow, O.B.E.  
Alfred Cooper, (London, Eng.) Lt. Col. The Hon.  
Frederic Nicholls  
H. C. Cox Brig.-General Sir  
John H. Fulton, (New York) Henry Fellatt, C.V.O.  
D. B. Hanna E. R. Wood  
E. Hay

**HEAD OFFICE - TORONTO**

**THE PROVIDENT  
ASSURANCE COMPANY**

All lines of  
*Accidents, Sickness,  
Liability, Guarantee and  
Automobile Insurance*

Head Office  
189 St. James St. - - Montreal  
REPRESENTATIVES WANTED FOR ONTARIO AND  
MARITIME PROVINCES

**A BRITISH COMPANY**

**Union Insurance Society of Canton, Limited**  
ESTABLISHED 1825

Head Office: HONGKONG Assets over \$18,000,000

TOTAL ASSETS—Union and Allied Companies, \$30,000,000

**FIRE, MARINE AND AUTOMOBILE**

Head Office for Canada, 36 Toronto Street, TORONTO

General Agent Montreal, JOSEPH ROWAT  
Manager for Canada, C. R. DRAYTON



## CANADA AT WAR.

(Continued from Page 957)

freely in Britain. When the British markets were closed we turned to the United States. Of our Provincial and Municipal securities sold in 1916, 85 per cent. went to the United States. Of similar securities sold in 1917, only 2½ per cent. went to the United States.

Our expenditures for war purposes have now risen to about a billion dollars. A considerable amount of this has been raised from taxes. There has been a tremendous increase in the national revenue. But the way in which this extra money has been raised, and the kind of taxes which have been imposed, would, I am sure, not be interesting. You know all about that sort of thing in your own country. Perhaps I had better say the details would be interesting but not pleasant.

It is the business of life insurance to relieve distress caused by death. I have often referred to our profession as philanthropy reduced to a business basis. Never was life insurance so needed before. The claims resulting from the war which fell upon the united companies doing business in Canada, came to nearly \$12,500,000 to the close of 1917, and they are now probably at least \$15,000,000. No payments can ever make up for the noble men who have given their lives, but the distribution of this large amount must at least have softened the blow to their dependents. In 1915 the war claims amounted to 16 per cent. of the total claims on the Canadian business of the united companies; in 1916 to 29 per cent., and in 1917 to 33 per cent. of the total claims. Most, if not all, of the companies allowed their old policyholders to engage in military service without the payment of any extra premium, and a close estimate is that on only 29 per cent. of the claims which fell in was any extra received. 71 per cent. of these war claims being on policies which brought to the companies no compensating extra premium whatever.

While manufacturers, merchants and banks have enjoyed prosperity as a result of war activities, the life companies have had to sustain heavy losses, due to conditions such as were never contemplated by their mortality tables. But grandly have they stood the strain. The test has but demonstrated their strength, and they have come out of it in a way that none of us would have believed possible. In every instance the companies have sustained this extra mortality without any weakening of their position.

And the companies have done much more than merely pay death claims. It is no exaggeration to say that they have been of immense assistance to the Government in floating the various war loans. The small premiums collected through the country from hundreds of thousands of policyholders, were combined into company subscriptions amounting to millions. The total subscriptions of the life companies to the various domestic Government loans already exceed \$112,000,000. Omitting the banks, the subscriptions of no other class of corporation or section of the community have come anywhere near this large amount. To have been able to place such a sum of money at the disposal of the Government in its time of

need, is an achievement of which every life man in Canada may be proud. And these subscriptions were worth more than the mere money they represented for they did much to give an immediate assurance of success to the issues, and at the same time stimulated others to subscribe. The life assurance companies were, in fact, looked on as leaders in these loan campaigns. And in regard to the loan which will be brought out next month, I feel quite sure that the companies will vie with each other as to which can subscribe most, and their leadership will be even more marked.

But what about our life men? As might have been expected, they have been in the thick of it all. In finance, while the head office officials have been straining to take as large subscriptions as possible, the Life Underwriters in the field have been among the most prominent and successful workers for the placing of the Bonds with the general public. In military matters, the Montreal District is in charge of General E. W. Wilson, who, in private life, is the provincial manager of the Canada Life; while the Toronto District was, until his tragic and lamented death, in the performance of his duties, in charge of Colonel W. C. Macdonald, managing director of the Confederation Life. And over in France, the Commander-in-Chief of the Canadian armies, a man who has led the Canadian troops from the very commencement of the war, is Sir Arthur Currie, the man who has never known defeat. General Currie is another insurance man and hails from Vancouver, B.C.

"The Chronicle," Montreal, Quebec.

Dear Sirs:—

The article published in your issue of the 23rd inst., under the heading "The Situation When Peace Comes," must set every man in Canada thinking, and the working man more especially than those of the wealthier classes. For in a period of commercial readjustment, not to think of the probability of real depression, following the end of the war, the wealthier classes will manage quite comfortably compared to the great masses who are working full time now and spend their hard-earned money faster than they ever did before. What of them, when the machinery of production in Canada slows up, pending the re-establishment on a new basis, for a period say only a year after the end of war? While I could not attempt any forecast of what conditions may temporarily be after the war, I think it should be put before every working man in Canada, who is employed to-day, to think of, and not only think of, but provide very earnestly for the coming period. The employer should tell him over and over again, with every pay cheque he hands out from now on, that he cannot guarantee full time at good pay if orders cease even for a short while after the war, and it is up to the workingman to save every possible cent, instead of putting it into automobiles and gaudy clothes for the women folks. Every dollar saved and in the hands of the working man at the end of the war, will help lessen the great problem before us, and which is coming nearer every day.

Yours faithfully,  
(Sgd.) W. J. Vancouver, B.C.

## CANADA PERMANENT MORTGAGE CORPORATION QUARTERLY DIVIDEND

NOTICE is hereby given that a Dividend of TWO and ONE HALF PER CENT, for the current quarter, being at the rate of TEN PER CENT PER ANNUM on the paid up capital Stock of the Corporation, has been declared, and that the same will be payable on and after **TUESDAY, THE FIRST DAY OF OCTOBER** next, to Shareholders of record at the close of business on the Fourteenth day of September.

By order of the Board,

*Toronto, August 28, 1918.*

**GEO. H. SMITH, Assistant General Manager.**

### *Seventy-Five Years Ago*

On the first of February, 1843, The Mutual Life of New York issued the first mathematical reserve policy ever written by an American company.

Having completed its 75th fiscal year on the 31st December, 1917, the Company enters upon the new year with a justifiable pride in its impregnable strength, its unsurpassed policy contracts, its generous dividends, and its great body of well-satisfied policyholders.

\* \* \* \* \*

**THE OLDEST COMPANY IN AMERICA IS  
THE COMPANY FOR YOU.**

\* \* \* \* \*

*For terms to producing agents address*

## THE MUTUAL LIFE INSURANCE COMPANY OF NEW YORK

34 Nassau Street . . . New York City

## ATLAS ASSURANCE COMPANY LIMITED

Founded in the Reign of George III

Subscribed Capital - - -	\$ 11,000,000
Capital Paid Up - - - - -	1,320,000
Additional Funds - - - - -	22,141,355

The Company enjoys the highest reputation for prompt and liberal settlement of claims and will be glad to receive applications for agencies from gentlemen in a position to introduce business.

Head Office for Canada:

**260 St. James St., MONTREAL**  
MATTHEW C. HINSHAW, Branch Manager



Assets:  
**\$22,022,227.19**

Surplus:  
**\$7,426,114.26**

Canadian Head Office:  
**MONTREAL.**  
J. W. HINNIE, Manager

## THE London Assurance CORPORATION OF ENGLAND.

INCORPORATED BY ROYAL CHARTER A. D. 1720

CAPITAL PAID UP - - - - -	\$ 2,241,375
TOTAL CASH ASSETS - - - - -	22,457,415

Head Office for Canada - **MONTREAL**  
W. KENNEDY, W. B. COLLEY, Joint Managers.

## L'UNION

FIRE INSURANCE COMPANY, Limited

Established 1828      Head Office: PARIS, France.

Capital fully subscribed - - -	\$2,000,000.00
25 p. c. paid-up	
Fire Reserve Funds - - - - -	5,539,000.00
Available Balance from Profit and Loss account - - - - -	111,521.46
Net Premiums in 1916 - - - - -	5,630,376.43
Total Losses paid to 31 Dec., 1916	100,942,000.00

Canadian Branch:

**LEWIS BUILDING, 17 St. John St, MONTREAL**  
Manager for Canada: MAURICE FERREND.

**The Life Agent's Manual**  
Published by The Chronicle, Montreal

**THIS IS A HELL OF A TIME TO STRIKE.**

A thirty-dollar-a-month soldier fighting Huns day and night on the battlefield in France wrote his fifty-dollar-a-week industrial worker at home, who was striking for higher pay: "This is a hell of a time to strike." Wonder what the soldier who only gets a day off when he is sent to the hospital minus a leg or arm filled with shrapnel, would say to the Boston firemen who get one day off in every three and are striking because \$1,400 per year is not enough for such work.

**WILLIAM THE CRIMINAL.**

Mr. Darwin P. Kingsley, president of the New York Life in the course of an eloquent address on the 5th instant at the Life Underwriters convention, New York, said:—

The blasting indictment that lies to-day against the German people is not alone that they are guilty of crimes indescribable but that the military caste through a program deliberately adopted has made them a nation of liars, cruel liars, the kind, as Irving Bacheller puts it "that made hell famous."

The doctrine of rule by divine right and the doctrine of sovereignty are very nearly expressions of the same idea in different forms. When Louis XIV said that he was the state he was only defining the doctrine of sovereignty in personal terms.

The great criminal of this century, the man whose name will go down in history with Caligula and Attila is William the Second, German Emperor. He is morally a Saurian. The great reptiles probably despised the hordes of birds and fish and animals so indifferently equipped both for offense and defense. They naturally assumed that they themselves could not have been so wonderfully endowed except by the wish of the Almighty. If they thought at all, they doubtless believed they were the chosen of God.

There is apparently no such thing possible as reforming and humanizing a Hohenzollern or a Hapsburg: they must go.

He (William) has dragged a whole race back and down into the slime of medievalism. He must go. The German people, of themselves, must crawl up out of that slime and stand upright before men or be engulfed in the moral damnation that waits for all who stay there.

The cause of this war, the source of this great crime, is, therefore, the doctrine of sovereignty. The great living criminal is William.

Never has all the world been so nearly of one mind on any one subject as now. There must be no more such wars as this. Everybody agrees.

**CANADIAN FIRE RECORD.**

(Compiled by The Chronicle).

**Fire at Trail, B.C.**—A part of the plant of the Consolidated Mining & Smelting Company at Trail, B.C., was destroyed by fire on the 7th instant. The part of the plant destroyed was known as the roasters. Loss about \$35,000.

**Fire at Montreal.**—On the 9th instant a fire occurred on the premises of the Dominion Glass

Works, Montreal, destroying a coal shed and brick building. The insurance loss will probably amount to about \$15,000. Carried in various companies.

**Fire at Toronto.**—By the fire which occurred on the 4th instant on the premises of the Bollard Estate Tobacconists, Toronto, the following companies are interested, on stock: Aetna, \$1,500; Fidelity Phenix, \$2,000; Atlas, \$2,000; Royal, \$9,500. Total \$15,000. Loss about 75 per cent.

**Fire at Ottawa.**—By the fire which occurred on 5th instant on the premises of the Britannia Boat Club, Ottawa, the following companies are interested: Protector Underwriters, \$3,053; Western \$3,053; Pennsylvania, \$2,442; Glens Falls, \$2,289; North America \$2,289; Prov. Washington, \$1,335; Royal Exchange, \$954; North Western National, \$954; General of Perth, \$954; Pacific Coast, \$572. Total, \$17,900. Loss total on Britannia Club House contents National Union, \$2,000. Loss total.

**PERSONALS.**

Mr. Alex. Gillean, London, Ont., representing the Insurance Company of North America, and other important companies spent a few days in Montreal this week. Mr. Gillean is one of the most popular, and best known insurance men in Ontario.

Mr. Sully Meunier (only son of Mr. T. Meunier, managing director of the British Colonial Fire Insurance Company), who is a member of the Royal Engineers Cadets, St. John's Que., hopes to serve his King and Country at the front in Serbia in the near future.

The British Colonial Fire Insurance Company has recently made the following important appointments. Mr. J. K. Anderson, Moose Jaw, to be general agent for the Province of Saskatchewan. Messrs. Weber Bros., Edmonton, to be general agents for Province of Alberta.

Mr. A. J. Ralston, managing director, National Life Assurance Company, Toronto, spent a few days in Montreal this week, visiting the important branch of his company, which is under the management of Mr. A. H. Clements. Mr. Ralston reports a very satisfactory volume of business written this year.

A certain insurance commissioner was asked to take action in the case of a financially-sick company before its approaching death caused loss to its policyholders; but the official thought that the company was "not yet mortally ill."

This gives some application to the following: First Cornishman: "What do 'ee think I've a-zeed? Bill Smith strung up in the barn—'anged 'ussell!"

Second Cornishman: "'Anged 'ussell 'ave 'ee? An' what's did do—cut 'em down?"

First: "Cut 'em doon? No; 'ee war not dead yet!"



# SEVENTH ANNUAL REPORT

OF THE

# CANADIAN LOCOMOTIVE COMPANY

LIMITED

## BALANCE SHEET at 30th JUNE, 1918

### CAPITAL AND LIABILITIES

<b>Capital Stock</b>		
Authorized 35,000 shares of \$100 each.....	\$3,500,000.00	
Issued in:		
15,000 7% Cumulative Preference Shares, fully paid.....	\$1,500,000.00	
20,000 Ordinary Shares, fully paid.....	2,000,000.00	
		\$3,500,000.00
<b>First Mortgage 6% Forty-Year Gold Sinking Fund Bonds, due 1st July, 1951</b>		
Authorized.....	\$2,000,000.00	
Whereof issued.....		1,500,000.00
<b>Current Liabilities</b>		
Trade Accounts Payable, wages and other charges accrued and due.....	\$ 936,370.06	
Bond Interest accrued Coupon No. 14 (paid 1st July, 1918).....	45,000.00	
Dividend No. 26 on Preference Shares for three months to date (paid 1st July, 1918)	26,250.00	
Dividend No. 4 on Common Shares for three months to date (paid 1st July, 1918)	30,000.00	
		1,037,620.06
<b>Reserves:</b>		
General Depreciation.....	\$ 450,000.00	
Amortization of expenditure on Munition Equipment.....	65,000.00	
Special Replacements.....	165,000.00	
Sinking Fund.....	47,907.08	
		727,907.08
<b>Profit and Loss Account</b>		
Balance at credit thereof.....		929,417.00
		\$7,694,944.14

### ASSETS

<b>Fixed Assets:</b>		
Real Estate, Buildings, Plant and Equipment, including Goodwill (\$2,722,006.24):		
Balance, 1st July, 1917.....	\$5,495,071.86	
Additions during year.....	60,234.01	
	\$5,555,305.87	
Less: Sales and Deductions.....	63,756.52	
		\$5,491,549.35
<b>Sinking Fund Investment Account</b>		
\$33,500.00 Company's First Mortgage Gold Bonds purchased and held by Trustees, cost.....	\$ 31,791.59	
Cash in hands of Trustees, including July, 1918, coupon.....	1,115.49	
Cash payable to Trustees on or before 1st July, 1918.....	15,000.00	
		47,907.08
<b>Investment in Dominion of Canada 5½% Victory Bonds, par value \$250,000, cost.....</b>	<b>\$ 247,769.88</b>	
Add: Interest accrued thereon to date.....	1,145.84	
	\$ 248,915.72	
<b>Current Assets</b>		
Work-in-Progress, at cost, less cash received on account thereof.....	\$ 496,885.40	
Materials and Supplies, at cost.....	390,663.17	
Trade Accounts Receivable, less Reserve for Bad Debts.....	415,238.96	
Officials' and Employees' Balances, including balance of amount due from latter for Victory Bonds purchased on their behalf.....	29,733.06	
Cash in Banks and on hand.....	567,006.08	
		2,148,442.39
Deferred Charges to Operations.....		7,045.32
		\$7,694,944.14

J. J. HARTY, President and Director.  
F. G. WALLACE, Director.

# Canadian Locomotive Company Limited—Continued

## Auditors' Report and Certificate

To the Shareholders of the Canadian Locomotive Company, Limited, Kingston, Ontario:

In accordance with Section 94B of The Companies Act Amendment Act 1917 (Dominion), we report to the Shareholders of the Canadian Locomotive Company, Limited, that we have examined the books and accounts for the year ended 30th June, 1918, and that we have obtained all the information and explanations we have required.

We hereby certify that the above Balance Sheet at 30th June, 1918, is, in our opinion properly drawn up so as to exhibit a true and correct view of the state of the Company's affairs at 30th June, 1918, according to the best of our information and the explanations given to us, and as shown by the books of the Company at that date.

Toronto, 21st, August, 1918.

GEORGE A. TOUCHE & COMPANY, Chartered Accountants, Auditors.

### To the Shareholders

Your Directors submit herewith statement of Assets and Liabilities and Profit and Loss Account as at the 30th of June, 1918.

Profits from Operations for year ended 30th June, 1918, after charging Business Profits War Tax and all other charges except Bond Interest and Depreciation. . . . . \$ 669,916.18  
Add:

Interest from Investments. . . . . 8,020.84  
\$677,937.02

Deduct:

Interest on First Mortgage Bonds. . . . . \$ 90,000.00  
Provision for Special Replacements. . . . . 25,000.00  
Provision for Depreciation. . . . . 100,000.00  
215,000.00

\$ 462,937.02

706,479.98

Add: Adjusted Balance at credit 1st July, 1917, brought forward. . . . .

\$1,169,417.00

Balance appropriated as under:—

Sinking Fund provision. . . . . \$ 15,000.00  
Dividends for year:  
On Preference Shares, Nos. 23 to 26 inclusive. . . . . \$ 105,000.00  
On Common Shares, Nos. 1 to 4 inclusive. . . . . 120,000.00  
225,000.00  
240,000.00

Balance at credit 30th June, 1918, carried forward, per Balance Sheet. . . . . \$ 929,417.00

We have taken the sum of \$125,000 from our Profits and added \$100,000 to Depreciation Reserve Account, and \$25,000 for Special Replacement Account, both being the same appropriations in amount as in the previous year.

Following the precedent of reviewing the profits year by year, commenced in 1917, we again repeat it:—

For the year ending 30th June, 1912. . . . .	\$326,380.43
" " " " " " 1913. . . . .	396,886.02
" " " " " " 1914. . . . .	342,057.25
" " " " " " 1915. . . . .	134,613.89
" " " " " " 1916. . . . .	574,211.78
" " " " " " 1917. . . . .	721,254.90
" " " " " " 1918. . . . .	677,937.02

which you will observe, makes an aggregate sum of. . . . . \$3,173,341.29  
or an average net earning of \$453,334.47 per annum.

Again we have to record our appreciation of the loyalty shown us by our employees, who have supported the efforts of our management in the most satisfactory manner.

The prospects for the coming year are of the brightest. We have contracts in hand that will keep our shops fully occupied for many months to come, all taken at satisfactory prices, and unless something occurs in the matter of supplies, material, or something unforeseen, our next year's statement should be as satisfactory.

Yours faithfully,

EMILIUS JARVIS,  
Chairman of the Board.

# THE BRITISH AMERICA ASSURANCE COMPANY

Incorporated 1833

**Fire, Marine, Hail and Automobile Insurance**

HEAD OFFICE: TORONTO

<b>Old</b>	<b>Reliable</b>	<b>Progressive</b>
Assets over	- -	\$3,500,000.00
Losses paid since organization over	- -	\$43,000,000.00

**DIRECTORS:**

**W. B. MEIKLE, President**

SIR JOHN AIRD  
ROBY BICKERDIKE, Montreal  
LT.-COL. HENRY BROCK  
ALFRED COOPER, London, Eng.  
H. C. COX  
JOHN H. FULTON, New York.  
E. HAY  
JOHN HOSKIN, K.C., L.L.D.

D. B. HANNA  
Z. A. LASH, K.C., L.L.D.  
GEO. A. MORROW, O.B.E.  
LT. COL. THE HON. FREDERIC NICHOLS  
BRIG.-GEN. SIR HENRY PELLATT, C.V.O.  
E. R. WOOD.

**W. B. MEIKLE**      **JOHN SIME**      **E. F. GARROW**  
Pres. and Gen. Man.      Asst. Gen. Man.      Secretary

**THOMAS F. DOBBIN, Resident Manager MONTREAL**

# NORWICH UNION FIRE INSURANCE SOCIETY, Limited

INSURANCE AGAINST

**Fire, Accident and Sickness  
Employers' Liability  
Automobile, Plate Glass**

AGENTS WANTED FOR THE ACCIDENT BRANCH.

Head Office for Canada, - - TORONTO  
Head Office for Province of Quebec, MONTREAL  
JOHN MacEWEN, Superintendent for Quebec.

FOUNDED A. D. 1819

# THE PHENIX FIRE INSURANCE COMPANY OF PARIS, FRANCE

SURPLUS TO POLICYHOLDERS, \$5,828,800

THOMAS F. DOBBIN, Manager for Canada,  
EDMUND FOSTER, Superintendent of Agencies.

Lewis Building, St. John Street, - MONTREAL  
Applications for Agencies invited.

# THE NATIONALE FIRE INSURANCE COMPANY OF PARIS, FRANCE

SUBSCRIBED CAPITAL	.....	\$2,000,000
TOTAL FUNDS	.....	7,491,350
NET SURPLUS	.....	1,887,150

J. E. Clement, General Manager  
J. A. Blondeau, Asst. Manager      L. C. Valle, Inspector

First British Insurance Office Established in Canada, 1864

# INTENDING ASSURERS

Should read the "THREE MINUTES" Leaflet of the

**PHOENIX ASSURANCE COMPANY, Limited**  
OF LONDON, ENGLAND (Founded 1782)

Copies of this and full information regarding the Company's system, its equitable principles and liberal policies, may be obtained at the Head Office,

**100 St. Francois-Xavier Street, Montreal**

The Company offers to the Public every advantage which

## LIFE ASSURANCE

conducted under the most favourable conditions is capable of affording:

**At the BONUS DIVISION for the five years ending 31st DECEMBER, 1915**

A UNIFORM ADDITION of \$75 per \$1,000 was declared on all classes of Full-Bonus Policies, at the rate of \$15 per \$1,000 assured in respect of each full annual premium paid since 1st January, 1911. This bonus applies to new as well as existing policies.

R. MacD. PATERSON, } Joint  
J. B. PATERSON,      } Managers

**Agents Wanted**

ESTABLISHED 1864.

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**A. & J. H. STODDART**  
REGISTERED

**100 William Street - New York**

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MURPHY, LOVE, HAMILTON & BASCOM,  
Toronto, Ont.  
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Winnipeg, Man.  
ALFRED J. BELL & CO.  
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JOHN WM. MOLSON & ROBERT Y. HUNTER  
Montreal, Que.  
WHITE & CALKIN  
St. John, N.B.  
AYRE & SONS, LTD.  
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**T. D. RICHARDSON, Supt. for Canada TORONTO**

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**THE OLDEST INSURANCE OFFICE IN THE WORLD**

Canadian Branch:  
**15 Wellington St. East TORONTO, Ont.**

**LYMAN ROOT**  
Manager



### SHORTCOMINGS WITHIN AND WITHOUT.

Mr. Herbert C. Cox, President of the Canada Life, and also President of the Canadian Life Insurance Officers Association, made a very pleasing address on "Shortcomings Within and Without," before the Life Underwriters Association Convention in New York on September 4th, from which the following extracts are taken:—

However simple or however intricate in its conception, and however true in its action a mechanism may be, there are a thousand and one contingencies which may at an unexpected moment interfere seriously or otherwise with its proper functioning. From the giant of the steel foundry to the hyper-sensitive Swiss movement, all are subject to trouble from within and without, which no matter what the primary cause, may result in loss of energy and time affecting a very wide circle.

Organizations, economic or political, financial or industrial, suffer from imperfections inherent to their nature or arising from some outside influence, despite the keenness of the offensive and defensive planned by the alert minds charged with their progress.

No apology, therefore, is necessary for the suggestion that shortcomings may and do exist in an undertaking which deals so intimately as does life assurance with the human element, whose proneness to err is so usually conceded. With no desire to be pessimistic, but rather to point the way with optimism to greater possibilities, it is my purpose to touch very lightly upon some features of our work which have impressed themselves upon me during several years in the management of an important general agency, as well as in my present executive relation.

In an effort so tremendous as is ours, every ounce of human energy, every moment of time, and every dollar of money should be rigidly put to account. This can only be done through the utmost measure of entente between the home office and the agencies. Complete harmony and unity of action between these two great divisions of our anatomy would be perhaps too much to expect, but the nearer we approach the ideal relation of head and heart, for which we look in the human bodies we insure, the nearer we shall come to the ideal in life assurance organizations.

#### Agency Force the Heart of the Body.

The heart of any life insurance company is, of course, the agency force, whose function it is to continually pump the life blood of new business through the system, and any murmur or leak in this organ should be immediately registered in the head—the home office. Essential, then, is the adequate care and nourishment of the heart—in other words, the proper training and equipment of the producer. Less than ten companies, so far as information is available, have adopted any definite method of educating their salesmen, the balance drafting thousands of men into the business each year in the hope that some may find permanent lodgment and success. Necessarily much waste attends this process of elimination, and we are here given the opportunity for some real cost accounting. The names of the com-

panies which have adopted the wiser course are readily obtainable, and any or all of them will, no doubt, be willing to share their method. Surely the agency managers as well as the home office must realize the advantage of skilled labour and the greater results to be obtained by its use.

Following our simile further, the heart must not be allowed to run away with the head, as it frequently attempts to do in the belief that it reflects the public pulse, nor, on the other hand, must the head in its cold logic stifle the enthusiasm and fervor of its sister organ, but it should seek rather to guide and utilize that spirit, to the end that both head and heart may attain their full normal capacity and keep the body politic healthful and clean. Through intensive education, rather than extensive instruction of the agency representative will, I believe, be found the way to this desirable unity.

Is the vision of the executive and the agency manager sufficiently broad? Are we alive to the bigness of our opportunities? Do we realize the possibilities for men of parts in this business? Without disparagement of our present forces may we not ask whether we have not in our own hesitation failed to attract to our standard the high capacity it properly commands? Do we quite appreciate the potential earning power to be developed by men of brains and breadth? I must confess to a frank and great surprise a few days ago upon learning that an agency manager of my own company, in a territory not too inviting, had in seven months earned more than the combined annual salaries of four important executives in the home office! Immediately the foregoing queries presented themselves, and the answers were unfortunately all in the negative. Should we not hitch our wagon to a brighter star?

#### Educative Propaganda for the Public.

It is perhaps not unnatural that, with the want of education of the salesman, there should also be a lack of constructive and instructive propaganda among the purchasing public. Granted that most, if not all, companies, individually and periodically, advise the general reader through the medium of the public press of their assets, their assurance in force, the amount paid in death claims, etc., etc., etc., but is this interesting or informing to those who may take the time to read it? Is it well directed energy and expenditure from the home office viewpoint? Is it of service to the salesmen? The mission of effective advertising is to relieve the salesman as largely as may be of the onus of educating the prospect so that his time and effort may be directed purely to the task of selling his policies. Much of our advertising is assuming this character, with, I believe, very material results to the companies who have adopted it and whose field men have had the acumen to sense its value to them. \* \* \*

#### Undue Taxation.

May I here venture to deplore the practice of the various States and Provinces in taxing unduly the premiums of your clients, the tendency of this taxation being ever upward? The attitude of the



# The Northern Assurance Co. Limited

Of England

ACCUMULATED FUNDS, 1917 - \$48,384,320.00

Including Paid up Capital \$1,460,000.00

Head Office for Canada: Lewis Building, 17 St. John Street, Montreal  
G. E. MOBERLY, Manager

# Railway Passengers Assurance Company

of London, England

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Head Office for Canada and Newfoundland - - - - - TORONTO

F. H. RUSSELL, General Manager

Montreal Branch: 702 Lewis Building, 17 St. John Street

# THE ST. PAUL FIRE AND MARINE INSURANCE COMPANY

INCORPORATED 1866

ASSETS OVER \$13,000,000

REPRESENTED IN TORONTO BY

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General Agents

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# BRITISH TRADERS' INSURANCE COMPANY, LIMITED

ESTABLISHED 1865

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Head Office for Canada: TORONTO

## FIRE & MARINE INSURANCE

LOSSES PAID SINCE ORGANIZATION OVER \$50,000,000

C. R. G. JOHNSON, POIRIER & JENNINGS, Inc., General Agents,  
MONTREAL

Manager for Canada, C. R. DRAYTON

# The Canada National Fire Insurance Company

HEAD OFFICE: WINNIPEG, MAN.

Total Assets - - - - - \$2,387,634.14

A Canadian Company investing its Funds in Canada

APPLICATIONS FOR AGENCIES INVITED

# THE STRATHCONA FIRE INSURANCE COMPANY

HEAD OFFICE, 90 St. James Street, MONTREAL

CAPITAL Subscribed - - - - - \$300,000  
By over 500 Notaries of the Province of Quebec

TOTAL ASSETS, December 31st, 1917 - \$375,644

President and General Manager, - - A. A. MONDOU

## SHORTCOMINGS WITHIN AND WITHOUT.

(Continued from Page 965)

Government of Great Britain in this regard is well known. It is perhaps too much to hope that a similar viewpoint will be adopted on this continent, but we must never cease our effort not only to prevent the increase of these imports: we must redouble our exertions toward their reduction. The members of your associations can very materially assist in leading to the light those in our legislatures who are responsible for the anomaly of this tax upon thrift. The interest of your client is your interest in this request. \* \* \*

Are you securing a proper proportion of new business from existing policyholders? Are you taking full advantage of opportunities for new business in connection with settlement of matured endowments, death claims, deferred dividends, five-yearly and even annual dividends? Does your company stimulate and urge you in this direction and provide you with relevant information and suggestion? Economy of time is here involved, as it would seem that a given amount of business can be secured through these sources with the expenditure of less time than from what might be termed, for want of a better word, "non-converts." The home office and the agent are therefore both responsible for any failure to conserve the time and opportunity which really belong to the company and should be utilized to the fullest possible extent.

### Avoiding Abuse of Competitors.

Time was when the name of any company met in competitive canvass was anathema to the agent, who straightway proceeded to berate it out of his way. Much valuable time was wasted, ill-feeling engendered and actual harm done to all involved. Your associations have done much to eliminate this element of discussion, and it has almost entirely disappeared from the canvass of the more successful salesmen, but there is still room for improvement. It is not sufficient to instruct the agent to refrain from it. He must be provided with a substitute. There are plenty of fundamental points about his own proposition upon which he can dwell and insist, if he be properly conversant with them. It would seem that this defect can be further eradicated by education from the home office. The growing tendency to exchange of thought and actual experience between companies, between the actuaries, the medical directors and agency officials is having a marked effect in this direction, and will, I believe, influence the situation in yet larger measure.

The old spirit of aloofness with which the home office sought to withhold itself from the field has been gradually disappearing. We are fast becoming democratized, as becomes a great public servant, and are presenting to that public whom we serve a great institution capably officered, fully manned and economically managed, with an appeal to and demand upon its confidence which cannot be gainsaid. Prejudice may still exist against life insurance, and criticism may still be directed against its exponents, but we have the remedy in frank publicity. Greater understanding of our principles and aims carries fuller apprecia-

tion of them. We can but gain through a wider exposition of all that pertains to our work in its many phases. Through this, rather than through restrictive and hindering legislation will the future possibilities of life assurance be realized and its full effectiveness be made available for the individual and the State.

## LIFE UNDERWRITERS' INTERNATIONAL CONVENTION.

Two thousand delegates were in attendance when the first public session convened at 10 o'clock on the 4th instant at the Hotel Astor, New York, with President Priddy presiding. The New York Police Band of sixty-five pieces was there to provide their part of the music, and following the invocation delivered by the Rev. Dr. Nelson, representing the Bishop of New York, the band accompanied the delegates in singing patriotic songs, led by J. C. Dempsey.

Orra S. Rogers, president of the New York Association, welcomed the visitors, and President T. J. Wilson, of the Canadian Association responded, as did President Priddy for the National. Then the several vice-presidents of both organizations were seated on the platform and "The Star Spangled Banner" was sung.

Clarence Owsley, assistant secretary of the Department of Agriculture, represented President Wilson at the session, and spoke feelingly and eloquently upon the duties of life insurance men in war-time, and paid tribute to the allies over the border. His address provoked tremendous enthusiasm and at its conclusion the audience sang the "Battle Cry of Freedom," with rousing vigor.

Hon. Hugh Guthrie, Solicitor-General of Canada, followed, with the "Brotherhood of Canadians and Americans" as his theme, and pointed out that the war was strengthening this fraternity. He too roused great enthusiasm. President J. T. Wilson reviewed the activities of the Canadian Association and urged closer co-operation between his organization and the National.

President Priddy followed with an outline of his organization work during the past year, good-humoredly "kidded" some of those present, and closed with an appeal for increased patriotic service that brought the house to its feet.

## CARELESSNESS RESPONSIBLE FOR BIG PERCENTAGE OF FIRES.

Incendiarism is on the increase, but of the total preventable fire loss, incendiarism or arson can only be held responsible for about 10 p.c., while carelessness, laziness, uncleanness, untidiness and indifference to fire hazards which are allowed to lie around on every hand must account for the remaining 90 p.c. Premeditated arson or incendiarism may be founded on one motive and fires resulting from carelessness may be lacking in motive altogether, but the man whose act of carelessness causes a fire, or who allows his property and that of his neighbor to be jeopardized by the presence of fire hazards on his premises, may produce exactly the same result in destruction as the most wicked and abandoned arsonist—Fire Facts.





# THE EMPLOYERS'

Liability Assurance Corporation, Limited  
of LONDON, England

*Transacts*  
AUTOMOBILE INSURANCE  
covering ACCIDENT, PROPERTY, DAMAGE, COLLISION, FIRE, THEFT  
and TRANSPORTATION  
PERSONAL ACCIDENT, HEALTH, LIABILITY, PASSENGER and FREIGHT  
ELEVATOR, FIDELITY GUARANTEE, CONTRACT BONDS  
and FIRE INSURANCE

Offices: { Temple Building : TORONTO, ONT.  
          { Lewis Building : MONTREAL, QUE.

CHARLES W. I. WOODLAND,  
General Manager for Canada and Newfoundland.  
JOHN JENKINS, Fire Manager.

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Canadian  
Government  
Deposit  
**\$1,342,455.00**

**Stands First**  
in the  
liberality of its  
Policy contracts,  
in financial strength  
and in the  
liberality of its loss  
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TRANSACTS:

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HEAD OFFICE: 302 St. James Street, MONTREAL  
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C. H. McFadyen & Co., Limited, General Agents  
Paris Building, Winnipeg, Man.



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A Comprehensive Policy covering  
ACCIDENT, PROPERTY DAMAGE, COLLISION,  
FIRE, THEFT and TRANSPORTATION is what the  
public demands.

The "OCEAN" can meet these requirements under one contract  
Branch Office: MERCHANTS BANK BUILDING, MONTREAL

ARTHUR JAMES,  
Superintendent.

H. GORDON WARING,  
Inspector, Automobile Department.

Canadian Head Office: Ocean Insurance Building, TORONTO

# The Dominion of Canada Guarantee & Accident Ins. Co.

The Oldest and  
Strongest Canadian  
Casualty Company

ACCIDENT  
BURGLARY  
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TRANSACTS:

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AUTOMOBILE INSURANCE  
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TORONTO

Branches: WINNIPEG    CALGARY    VANCOUVER

### FINANCIAL EFFECTS OF THE WAR ON LIFE FUNDS.

In the course of his address at the Life Underwriters Convention, New York, Mr. Henry Moir, the eminent actuary of the Home Life, said:—

The funds of life companies are affected in more directions than that of increased mortality. Of even greater importance is the depreciation of securities held before the war. Life companies hold a considerable proportion of the accumulated wealth of the people in the reserve values of policies, and the investments representing such accumulations showed an immediate and large shrinkage on the outbreak of war in 1914. The force of this influence had already been felt when we declared war last year, and the formal junction of this country with other allied nations had only a secondary effect. One might hope that the principal danger is already past. Extreme fluctuation has been minimized by the system in general use in this country whereby bonds of sound institutions, well secured and not in default in payment of principal or interest, are carried at their amortized value; that is, at the original market or purchase price increased or diminished by the proper sum which will bring the bonds to their maturity value when they fall due. Also, the Insurance Commissioners have recommended average values of securities over a considerable period instead of strict market values as of any particular date. These have acted as shock absorbers, reducing the apparent shrinkage in securities, which did not have to be realized.

We must not forget that most great wars have been followed by a period of depression, even by a "panic." The word is rather unfortunate because the condition is foreseen by most careful thinkers. We must have and cannot escape from a period of readjustment. The war activities slow down or stop, and the energies of the people must be diverted into other channels.

A careful and analytical study of the scientific factors affecting our business of Life Insurance indicate that its prospects were never brighter than to-day; yet we have reason for sincere thankfulness that the destinies of the world are not left in the hands of men!

### TOO MUCH WASTE.

In opening the Central Canada Exhibition at Ottawa this week, Sir Robert Borden made a plea for Economy. He said, there must be an avoidance of waste in all departments of national activity by federal, provincial and municipal governments. This can be accomplished only by the cultivation of a healthy public opinion and by the realization of the same purpose by the people in their own personal affairs. The burdens of the country would be great, but compared with our resources, if, properly developed, they would not eventually be serious. The country's resources were enormous and they must be conserved as far as possible for the benefit of the whole people. In order to conserve, it is not necessary or desirable that resources should lie idle, but they must be developed in the interest of the people and not exploited for individual profit. Adherence to this policy would increase that equality of opportunity

which should be the sure purpose of every true democracy.

Persons sent from European countries, such as France and Belgium, where the density of the populations has taught the people lessons not yet learned here, have been impressed with the great wastefulness everywhere apparent in this country. It had been asserted by those who had given close attention to the subject that in almost any city in Canada enough was wasted in one week to provide food for the whole city for two days out of the seven. Perhaps that was an exaggeration, but it was perfectly true that there was great waste. For example, certain portions of animals slaughtered for food are utilized in other countries, but are thrown away in Canada. Many examples of this could be given. Several species of fish that are now used for food were regarded as valueless twenty-five years ago. Indeed, many articles that in other countries are found to be both edible and nutritious have been wasted here. There is waste also in the preparation of food as to which we have yet to learn many useful lessons. The war would teach many other lessons. He had reason to believe, he said, that men serving in the Forestry Corps in Great Britain and France would come back to Canada with new ideas as to forest conservation, and especially as to reforestation.

Much has been said during recent years on this subject, but practical object lessons are usually much more effective than the written or spoken word.

#### WANTED

A Fire Insurance Office wants a bright young man as Inspector for Montreal and for the Province of Quebec. Apply, stating full particulars, to

P. O. Box 579,  
Montreal.

#### WANTED

Clerk wanted with thorough knowledge of the work of a Fire Insurance Office.

Apply, stating age and experience, to

CLERK,  
c/o The Chronicle,  
Montreal.

#### WANTED

By a leading Fire Insurance Office, senior clerk; one with ten or fifteen years' experience, and some knowledge of underwriting preferred. Apply in first instance, stating salary required, to

SENIOR,  
c/o The Chronicle, Montreal.

Vacation Time Suggests

**BURGLARY INSURANCE**

Our Burglary policy provides a four months' vacancy permit without extra premium. Specimen policy and rate sheet cheerfully furnished upon request. Liberal commission to authorized Agents and Brokers.

**The Canada Accident Assurance Company**

**HEAD OFFICE, MONTREAL**

Managers—T. H. HUDSON, Fire Department. H. F. RODEN, Casualty Department

**The Security Behind The Policy**

Is the final argument in closing business, and the agent representing the Company, which can show such absolutely gilt-edge security as the investments of

**THE NATIONAL LIFE  
ASSURANCE COMPANY OF CANADA**

has an advantage, which is of inestimable value. The complete list of securities owned by the Company is published in conjunction with the 19th Annual Report. A copy of this report, together with our latest agency folder, "Results that Satisfy," will be mailed upon request.

**HEAD OFFICE :: :: TORONTO**

"The Oldest Scottish Fire Office"

**The Caledonian  
Insurance Co. of Edinburgh**

Founded 1805.

*Head Office for Canada,  
Dominion Express Building  
Montreal*

JOHN G. BORTHWICK,  
Canadian Manager.

**The Travellers Life Assurance Company**

of Canada

**HEAD OFFICE: MONTREAL**

Hon. GEO. P. GRAHAM, President

TO AGENTS,—Write to the Home Office for particulars of direct renewal contract. Valuable territory available in Quebec and Eastern Ontario.

FIRE

**British Crown Assurance**

Corporation, Limited

**of Glasgow, Scotland**

Head Office for Canada: TRADERS BANK BLDG., TORONTO  
J. H. RIDON, Manager. E. C. G. JOHNSON, Asst. Manager.

Joseph Rowat, 17 St. John Street, Montreal  
GENERAL AGENT, PROVINCE OF QUEBEC

**THE LONDON MUTUAL FIRE  
INSURANCE COMPANY**

ESTABLISHED 1859

Assets - - - - - \$753,417.06  
Surplus to Policyholders - - - - - 411,808.66



**DIRECTORS:**

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E. HOME SMITH, Toronto - - - - - Vice-President  
F. D. WILLIAMS - - - - - Managing Director  
A. C. McMASTER, K.C. - - - - - W. T. KEENAHAN  
S. G. M. NESBITT - - - - - H. N. COWAN  
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**HEAD OFFICE - 33 SCOTT ST., TORONTO**

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LEWIS BUILDING, ST. JOHN STREET MONTREAL  
BRANCH MANAGER, W. J. CLEARY

**THE LIFE AGENT'S MANUAL**  
PUBLISHED BY THE CHRONICLE, MONTREAL



## SAFETY FOR LIVES AND FIRE PREVENTION IN HOTELS.

Fire prevention begins, when building plans are drawn, said Hon. Joseph Button, Fire Marshal of Virginia, addressing a Fire Marshal's Convention last week. In a very excellent address he said:—

In safeguarding life in a residential building, such as a hotel, the special hazard lies in the fact that the people are in the building at night and that if a fire occurs and fire or smoke spreads rapidly, there is every possibility of some of the occupants being suffocated before they are even awakened.

The first essential, therefore, seems to be that of preventing fire from spreading rapidly. Hardly less important is the providing of adequate exits; the protection of heating and lighting apparatus; good housekeeping generally throughout the building, the isolation of oil, paint, bedding and furniture storage and similar special hazards. Elevator shafts and stairways should, of course, be enclosed with fireproof material. If ornamental stairways are desired in the lobby, engineers do not object to permitting them for one or two stories, provided they are fire-stopped above these points. Several floors in the Hotel Lennox in Boston were burned about four years ago from a fire which started in one room and spread by means of an open stairway, although there was little combustible trim. Stairs enclosed with only thin wooden partitions have in several cases prevented the spread of fires by shutting off the draft.

There should be fire alarm systems and extinguishers. Sprinklers are the best protection. They have been installed in a number of hotels and have extinguished fires in many non-fire-proof structures.

Automatic sprinklers are especially desirable in the basement, even if not installed in the upper part of the building. This is particularly true where there is mercantile occupancy on the first floor or in the basement, as in the Waldorf-Astoria in New York. In 1915 there was a fire in the Niagara Hotel in Toledo, which started in the store-room of the clothing company occupying the first and second stories. Two lives were lost and six persons were injured. Several escaped owing to the fact that they were acrobats connected with a theatrical company. Owing to the flimsy wooden interior and roof, the building was gutted.

If proper care be taken to prevent the rapid spread of fires, the next essential is that of exits. There should be at least two separate exits from each building and these should be at or near the end of corridors. In the larger buildings even if there be three or four stairways, there must be no blind alleys in which a person may be cut off by smoke.

Seventy per cent. of all hotel fires are said to occur during the night and most of these between midnight and 3 a.m. In 1913 it was reported that there was a hotel fire somewhere in the country every thirty hours. Resort hotels are particularly vulnerable.

Defective electric wiring is a common cause of fire, but many blazes also start in the kitchen from careless rendering of fat and ignition of

grease in the vent from the range. If the kitchen is not in a separate building, it should be sprinklered. Heating apparatus also causes many fires. It is suggested that the heating plant be put in a fireproof compartment by itself.

A fire in a Chicago hotel started in a vent duct from a kitchen range which was connected with the ventilating system of the house. The flue extended up a pipe-and-wire shaft, which was tapped at every floor for toilet vents. The fire ran up the ducts and burned out every toilet, also the electric wiring, gas meters, lead water-pipes in the shaft, felt covering on steam-pipes in the attic and wood doors and other material stored there.

In hotels of the older type fire escapes are often found on the outside of the building, which can be reached only through some private room. It is easy to contemplate walking up to a door in daylight, but when a man is crawling along the floor of a corridor in the middle of the night, half blinded by smoke, how is he to tell which door he is to batter down to make his way to the escape? In Wisconsin, in this type of building, there is a strict requirement that there must be no door between the corridor and the fire escape, where that is used as an exit, and wherever the fire escape is to be reached through a room, the door must be taken off such room.

There should be exit lights and signs and careful directions in each room as to action in case of fire, with a diagram showing the location of the room. It is suggested that lights for fire exits should have current supplied from some outside source, so that in case of damage to the power plant guests can find their way out. A fire occurred a few years ago in a Canadian hotel where guests rushed into the halls and many, being unable to locate exits, were suffocated by smoke.

## BRITISH FIRE LOSSES.

The London Times says: "It is estimated that during July the principal fires in the United Kingdom resulted in losses amounting to £495,000 as compared with £305,000 in July, 1917. The losses in June this year are estimated at £467,000. A substantial part of July's heavy total—which at one time seemed likely to be much larger—was accounted for by an outbreak, a particularly destructive one, which occurred at a tannery extract works at Widnes. This fire is expected to cost the underwriters over £200,000. Other serious fires during the month occurred at a biscuit factory at Hertford, resulting in a loss of £20,000; at a chemical works at Newport, which is expected to cost £45,000; at a woollen mill at Rochdale, which cost £70,000, and at a printer's works at Aldershot, which resulted in damage estimated at £60,000. For the first six months of the year the principal fires have resulted in damage estimated at about £2,200,000, which is about the same as for the first half of 1917, but £700,000 more than for the first half of 1916.

A little thinking and a little cleaning will help to prevent a great many fires.

The way to get lower insurance rates is to have fewer fires.

# Commercial Union

ASSURANCE COMPANY LIMITED  
of LONDON, England

The largest general Insurance Company in the world  
(As at 31st December, 1917)

Capital Fully Subscribed.....	\$14,750,000
Capital Paid Up.....	1,475,000
Life Fund, and Special Trust Funds.....	73,045,450
Total Annual Income exceeds.....	57,000,000
Total Funds exceed.....	159,000,000
Total Fire Losses Paid.....	204,667,570
Deposit with Dominion Govern- ment.....	1,323,333

# Palatine

INSURANCE COMPANY LIMITED  
of LONDON, England

(As at 31st December, 1917)

Capital Fully Paid.....	\$1,000,000
Fire Premiums 1917, Net.....	\$2,896,395
Interest, Net.....	142,130
Total Income.....	\$3,038,525
Funds.....	\$5,476,985
Deposit with Dominion Gov't....	\$318,267

*N.B.—In addition to the above there is the further guarantee of the Commercial Union Assurance Company Limited, whose Funds exceed \$159,000,000.*

**Applications for Agencies Solicited in Unrepresented Districts**

Head Office: CANADIAN BRANCH

**COMMERCIAL UNION BUILDING, - 232-236 St. James Street, - MONTREAL**  
J. McGREGOR, Manager      W. S. JOPLING, Assistant Manager



# FIDELITY (FIRE) UNDERWRITERS

OF NEW YORK

HENRY EVANS, President

Policies assumed half by the Fidelity-Phenix Fire Insurance Company  
and half by the Continental Insurance Company

**Combined Assets Exceed \$56,766,868**

HEAD OFFICE FOR CANADA AND NEWFOUNDLAND:  
W. E. BALDWIN, Manager.      17 St. John Street, Montreal.

## A Fire Insurance Policy does not cover

Loss or Damage resulting from Explosion, War, Invasion, Insurrection, Riot, Civil War, Civil Commotion, Military or Usurped Power. Protection against these hazards is provided by a special policy issued by

## NOVA-SCOTIA-FIRE UNDERWRITERS AGENCY

PREMIUM RATES MAY BE HAD FROM

**McBEAN & HILL, GENERAL AGENTS, Lewis Building, 17 St. John Street, Montreal, Que.**

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