

The Chronicle

Banking, Insurance and Finance

ESTABLISHED JANUARY, 1881

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MONTREAL, MARCH 29, 1918

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THE EXCHANGE PROBLEM.

Under present circumstances, national financial problems cannot be profitably discussed, or the best possible solution arrived at regarding them, if they are received, merely from a financial standpoint. While sound principles must necessarily be adhered to, financial decisions in the field of practical action, are at the present time necessarily dependent upon conclusions of policy looking to the good of the British commonwealth and its Allies, and the necessity of subordinating all minor considerations to the one purpose of war. A writer the other day on the much discussed situation of New York exchange in Canada, surely overlooked these elementary facts, when he argued that means of redress of the exchange situation is always in the hands of Canada, which at any time could decide to change the proportion of goods sold to Great Britain, and the proportion of goods sold to the United States, in such a way as to increase the volume of our cash exports and decrease the volume of our exports for credit. This might be done, if nothing else more important than the righting of New York exchange were involved in the problem. But the numbers, which form so substantial a proportion of our present exports are wanted in Europe, not in the United States; and it is Europeans, not Americans, who are on rations, and need every ounce of Canadian foodstuffs that can be got over to them. If the problem of exchange were merely a matter for a financial viewpoint, then it might be the part of wisdom to export less foodstuffs and more paper. But nobody is likely seriously to propose that sort of diversion of energy at the present time.

The existing adverse New York exchange in Canada is, in fact, one of the financial penalties incident to the war, and, compared with the penalties imposed in other places through the disturbance of exchange arising from the war, is not a heavy one. As against the depreciation of about 19-16 per cent. in the Canadian dollar at New York, the pound sterling, taking the market rate for demand exchange, is selling at a discount of about 2½ per cent., and has been held there only through artificial measures of support. Sweden's exchange is selling in New York at a premium of about 34 per cent.; Japan's exchange on New York is at a premium of about 15 per cent., and Holland's at a premium of about 16 per cent., the penalty in these cases falling on American business. So that the present penalty upon Canadian purchasers of New York funds, annoying as it may be, is not com-

paratively a severe one. For reasons of their own, the Ottawa authorities are perhaps not averse to a continuance of a moderately adverse exchange. They themselves feel the effect of it, when interest on Government loans has to be met in New York. But on the other hand, adverse exchange has a useful effect in tending to discourage the output of Canadian funds for the purchase of Anglo-French and other bonds in the New York market, and by accentuating the prices of luxuries has some tendency to arrest, though probably not very effectively, Canadian purchases of luxuries in the United States.

Ottawa is reported as having under serious consideration the question of imposing import regulations, barring certain classes of luxuries, and allowing other articles to be imported only under license. It is not to be expected that such a step would have any appreciable effect upon exchange in the immediate future. But it would be useful in restricting proportionately imports from the United States, in freeing a certain amount of transportation for other purposes, and in keeping Canadian funds at home. The last is probably the most important benefit which would be reserved from regulations of this kind. The utmost conservation of resources is certainly imperative in view of the enormous demands for credit which will be made by the Government during the current fiscal year. The estimates tabled the other day in the House of Commons indicate a normal expenditure during the coming fiscal year of \$258,793,000, including pensions, interest which will have \$78,000,000, and capital expenditures, apart from the war of \$28,460,000, only a little over 50 per cent. of those of last year. Additionally, expenses will call for \$450,000,000, presumably if the war lasts the full fiscal year—a not unlikely eventuality, and some hundreds of millions will need to be provided to give credits for our exports of food, munitions, etc. Sir Robert Borden stated in the House of Commons last week, that our exports of these supplies to Great Britain and the Allies this year, in excess of all importations from them, will be in the neighbourhood of \$800,000,000. How much of that it will be necessary or possible to finance through Canadian credits remains to be seen. But obviously, there is the greatest possible need for the conservation of all possible resources to be placed at the disposal of the State. But, on the other hand, steps which would interfere to any extent, with the ordinary merchandise business of the country, need to be approached with extreme care.

(Continued on page 325)

BANK OF MONTREAL

ESTABLISHED 100 YEARS (1817-1917)

Capital Paid up, \$16,000,000

Rest, \$16,000,000

Undivided Profits, \$1,664,893

Total Assets - - - \$403,980,236

BOARD OF DIRECTORS:

Sir Vincent Meredith, Bart., President
 Sir Charles Gordon, K.B.E., Vice-President

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C. R. Hosmer, Esq.	Harold Kennedy, Esq.
H. R. Drummond, Esq.	H. W. Beauclerk, Esq.
D. Forbes Angus, Esq.	G. B. Fraser, Esq.
Colonel Henry Cockshutt	J. H. Ashdown, Esq.

Head Office: MONTREAL

General Manager—Sir Frederick Williams-Taylor

BRANCHES OF THE BANK LOCATED IN ALL IMPORTANT CITIES AND TOWNS IN THE DOMINION.

Savings Department connected with each Canadian Branch and Interest allowed at current rates.

Collections at all points throughout the world undertaken at favorable rates.

Travellers' Cheques, Limited Cheques and Travellers' Letters of Credit issued, negotiable in all parts of the world.

This Bank, with its Branches at every important point in Canada, offers exceptional facilities for the transaction of a general banking business.

PRINCIPAL BRANCHES OUTSIDE OF CANADA:

LONDON, Eng.: 47 Threadneedle St., E.C.

G. C. CASSELS, Manager.

Sub-Agency: 9 Waterloo Place

Pall Mall, S.W.

CHICAGO: 108 South La Salle Street.

NEW YORK: 64 Wall Street

R. Y. HERDEN

W. A. BOG

A. T. SMITH

Agents

SPOKANE: Washington.

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

THE CANADIAN BANK OF COMMERCE

Established 1867

Head Office: TORONTO

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

Rest - - - 13,500,000

SIR EDMUND WALKER, C.V.O., LL.D., D.C.L.

President

SIR JOHN AIRD, General Manager.

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

BRANCHES OF THE BANK IN EVERY PROVINCE OF CANADA AND AT THE FOLLOWING POINTS OUTSIDE CANADA:

Great Britain—London. Mexico—Mexico City.

United States—New York; Portland, Ore.; San
Francisco, Cal.; Seattle, Wash.

Newfoundland—St. John's.

Agents and Correspondents throughout the World

The Molsons Bank

Incorporated by Act of Parliament 1855

Paid-up Capital - \$4,000,000

Reserve Fund - - - 4,800,000

HEAD OFFICE - - - MONTREAL

BOARD OF DIRECTORS.

Wm. Molson Macpherson, President.

S. H. Ewing, Vice-President.

Geo. E. Drummond

F. W. Molson

W. A. Black

Wm. M. Birks

E. J. Chamberlin

EDWARD C. PRATT

General Manager

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The Chronicle

Banking, Insurance and Finance

ESTABLISHED 1881.
F. WILSON-SMITH,
Proprietor.

PUBLISHED EVERY FRIDAY.
ARTHUR H. ROWLAND,
Editor.

Office:

406-408 LAKE OF THE WOODS BUILDING,
10 ST. JOHN STREET, MONTREAL.

Annual Subscription, \$3.00 Single Copy, 10 cents.

MONTREAL, FRIDAY, MARCH 29, 1918

LLOYDS BANK'S PROGRESS.

The year 1917 has been a favourable one for British bankers. They have been able to use to the full all their funds throughout the year, and the funds available have been much larger in 1917 than they were in 1916, and very greatly in excess of those available in 1913, before the outbreak of war. Indeed, it seems probable that the available resources in 1917 have been not far short of double what they were in 1913. While the year has been favourable from the point of view of gross profits, bankers have naturally had to face considerably increased expenses, especially in wages, war bonuses and stationery. But a very important set-off has occurred in the absence of the necessity of writing-off heavy sums to meet depreciation in the value of investments—a necessity which has taken such large sums from profits for many years past.

Striking a net balance, however, profits have shown a very satisfactory expansion for 1917. This is the case with Lloyds Bank, the profits for the past twelve months amounting to \$7,315,630 as compared with \$6,418,990 for the previous year. The dividend is maintained at the rate of 18½ per cent. — the rate which has been distributed each year since 1910—and of the balance \$2,000,000 is added to the reserve fund, bringing it up to \$20,000,000 (the paid-up capital is slightly over \$25,000,000); while \$500,000 is written off bank premises account, and \$500,000 is set aside for payment of a staff bonus during the current year. There then remains a balance to be carried forward of \$1,447,320 as against \$536,025 brought in. Twelve months ago it was necessary to appropriate \$2,600,000 for investment depreciation: this year, as already pointed out, no such provision is called for.

Since 1913 the deposits of the Bank have risen, in round figures, from \$455,000,000 to \$870,000,000, while the total working resources have risen from \$495,000,000 to \$920,000,000. This increase of \$425,000,000 in resources have been used in increasing the cash holding from \$80,000,000 to \$175,000,000, a rise of \$95,000,000; the investments from \$50,000,000 to \$185,000,000, a rise of \$135,000,000; bills of exchange from \$50,000,000 to \$195,000,000, a rise of \$145,000,000; and advances from \$250,000,000 to \$305,000,000, a rise of \$55,000,000.

On December 31st, 1917, the proportions of the assets to the deposits were: cash 20 per cent., call money 4 per cent., investments 22 per cent., bills of exchange 23 p.c., and advances 35 p.c.

Lloyds Bank has now offices in 45 out of the 52 counties in England and Wales, and thus it is interested in practically every British industry. It may justly be denominated the pioneer of the policy of bank amalgamations, and during the 53 years that it has been in existence no fewer than 47 business have been absorbed. Recent important steps have been the formation in 1911 of a French auxiliary—Lloyds Bank (France), Ltd., now enlarged to Lloyds Bank (France) and National Provincial Bank (France), Ltd., with offices in the leading French centres, and the formation of the British-Italian Corporation in conjunction with the London County and Westminster Bank and the Credito Italiano in 1916. Lloyds Bank has a particularly close connection with Canada as London agents of the Imperial Bank, and doubtless Canadian connections will be extended as opportunity offers.

BANK STAFFS AND THE WAR.

It is understood that the Canadian banks have under consideration the question of making banking hours 9.30 to 2.30 from 1st June next, instead of 10 to 3 as at present, the proposed change being based on the banks' shortage of manpower and the necessity of doing something to facilitate the clearing up of the day's routine. The matter of steps looking towards a reduction in the volume of cheques permitted to be issued against savings accounts is also under consideration.

An official statement issued by the Canadian Bankers' Association says that out of 17,674 male members of all ages of bank staffs in Canada at the beginning of the war, 7,741 enlisted up to January 15, 1918. Since that date, due to the operation of the Military Service Act, a number have joined the colors bringing the total enlistments from bank staffs to date to over 8,000. The recent decision of the Central Appeal Judge in regard to bank staffs calls to the colors from the staffs of banks over 2,000 additional men. Probably no other single profession in Canada has contributed proportionately so largely to the ranks of the Canadian Army as have the bankers. The record made in this respect is undoubtedly a very fine one.

BANK DEPOSITS AGAIN INCREASING.

Public deposits reported by the banks in their February statement show very satisfactory gains over the January in-point, brought about through the heavy payments for the Victory Loan during that month. Notice deposits at the end of February are reported as \$908,822,988, a gain for the month of \$8,508,732. This figure compares with \$880,456,677, in February 1917. February demand deposits are reported as \$569,266,642, an increase for the month of \$9,489,405. Their total in February, 1917, was \$430,331,801.

Call loans in Canada show a variation of under \$500,000 from the January figures—\$76,722,163 compared with \$76,239,201. Call loans abroad show a marked growth of \$27,552,428 to \$160,239,494, indicating that the banks have again begun to build up their external reserves. Current loans and discounts in Canada at \$859,363,147 compare with \$855,506,506 in the preceding month, and \$813,302,717 in February, 1917.

The Chronicle's full analysis of the statement will appear in next week's issue.

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

Head Office:

3 GRACECHURCH STREET, LONDON, E.C. 3.

Capt. JACKSON DODDS W. S. GOLDBY
Secretary Manager

Court of Directors

Lt.-Col. F. R. S. Balfour
J. H. Brodie J. H. Mayne Campbell E. A. Hoare
Lieut. E. Geoffrey Hoare, R.N.V.R.
Frederic Lubbock Major C. W. Tomkinson
G. D. Whatman Hon. A. R. Mills, M.P.

Head Office in Canada:

ST. JAMES STREET, MONTREAL

Advisory Committee in Montreal:

SIR HERBERT B. AMES, M.P.
W. R. MILLER W. R. MACINNES

H. B. MACKENZIE, General Manager

J. ANDERSON, Superintendent of Branches.
O. R. ROWLEY, Superintendent of Eastern Branches, Montreal.
J. McEACHERN, Superintendent of Central Branches, Winnipeg.
A. S. HALL, Inspector of Branch Returns.
J. H. GILLARD and N. V. R. HUUS, Inspectors, Montreal.

This Bank has Branches in all the principal Cities of Canada, including Dawson (Y.T.), and Agencies at New York and San Francisco in the United States.

Agents and Correspondents in every part of the world.

COLLECTIONS MADE AT LOWEST RATES

Drafts, Money Orders, Circular Letters of Credit and Travellers' Cheques Issued, Negotiable anywhere.

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	-	7,421,292
Total Deposits	-	103,000,000
Total Assets	-	136,000,000

BOARD OF DIRECTORS:

SIR H. MONTAGU ALLAN, C.V.O., President
K. W. BLACKWELL, Vice-President
F. HOWARD WILSON THOS. LONG A. B. EVANS
F. ORR LEWIS A. J. DAWES E. F. HEBDEN
ANDREW A. ALLAN F. ROBERTSON THOS. AHEARN
C.C. BALLANTYNE G. L. CAINS Lt.-Col. J. R. MOODIE
E. F. HEBDEN, Managing Director
D. C. MACAROW, General Manager
T. E. MERRETT, Supt. of Branches and Chief Inspector

A General Banking Business Transacted

233 BRANCHES AND AGENCIES IN CANADA

Extending from the Atlantic to the Pacific
SAVINGS DEPARTMENT AT ALL BRANCHES

Deposits received and Interest
allowed at best current rates

New York Agency: 63 and 65 Wall Street

Established 1875

IMPERIAL BANK

OF CANADA.

Head Office: Toronto

Capital Paid Up	-	\$7,000,000
Reserve Fund	-	7,000,000

PELEG HOWLAND
President

E. HAY
General Manager

Government, Municipal and other High Class Securities Bought and Sold.

Correspondence Invited

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BOND DEPARTMENT,**

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CANADIAN GOVERNMENT WAR LOANS.

Subjoined is an official statement of the Canadian Government's borrowings since the beginning of the war. Their net total, after deduction of the

New York 1915 temporary loan, which was paid off at maturity in 1917, is slightly over \$911,000,000. Over 80 per cent. of these loans have been floated in Canada.

Title of loan.	Year of issue.	Date of maturity.	Amount	Interest paid to date.
England:		1920-25	\$ 24,333,333.33	\$ 2,737,500.00
4½% Bond loan	1915			
United States:				
New York temporary loan 1915, 5%...	1915	1917	\$ 45,000,000.00	\$ 3,250,000.00
Public service loan, 5%	1916	5, 10 & 15 yrs.	75,000,000.00	5,625,000.00
5% Bond loan	1915	1935	873,000.00	69,280.55
New York temporary loan 1917, 5%...	1917	1919	65,000,000.00	1,625,000.00
Total			\$185,873,000.00	\$10,569,280.55
Canada:				
5% war loan 1915-25	1915	1925	\$100,000,000.00	\$10,000,000.00
5% war loan 1916-31	1916	1931	100,000,000.00	5,000,000.00
5% war loan 1917-37	1917	1937	150,000,000.00	7,500,000.00
5½% Victory loan	1917	5, 10 & 20 yrs.	396,000,000.00 (Estimated)
Total			\$746,000,000.00	\$22,500,000.00
Recapitulation:				
England			\$ 24,333,333.33	\$ 2,737,500.00
United States			185,873,000.00	10,569,280.55
Canada			746,000,000.00	22,500,000.00
Total			\$956,206,333.33	\$35,806,780.55

C. P. R.'S ANNUAL REPORT.

The pamphlet report of the Canadian Pacific Railway for the year ended December 31st last contains, as usual, much information of great interest. Gross earnings at \$152,389,334 exceeded those of the preceding year by \$13,000,000. But coincidentally, working expenses at \$105,843,316 expanded by \$17,000,000, so that net earnings at \$46,546,018 were \$4,000,000 less than those of 1916—a result, of course, of the advances in wages which took effect during the period, and in the cost of fuel and materials of every description. Traffic analyses reveal a considerable comparison with 1916, a decline which was, however offset by great growth in flour and manufactured goods, the result of this change in the character of freight traffic being a rise in freight earnings per ton per mile from 65 to 70 cents. Total grain shipments for the year were 213,340,507 bushels, compared with 256,106,690 bushels in the year preceding. Flour shipments were 13,727,970 barrels against 11,119,890 barrels, and manufactured articles 10,148,568 tons against 8,871,928 tons. The number of passengers carried, 15,577,652, is practically the same as in the preceding year, and it is interesting to note, despite the immense changes in the character of this traffic brought about by the war, is within 60,000 or so of the figures reported in the Company's fiscal year last preceding August, 1914.

The Company's Assets.

In the present balance sheet, C.P.R.'s total assets are for the first time reported in excess of a thousand millions, this aggregate being returned as \$1,038,074,983. Of this total, the railway, roll-

ing stock equipment and ocean, lake and river steamers account for \$565,321,110. Acquired securities stand at \$123,126,925. Deferred payments on lands and townsites record \$55,826,198; holdings of Imperial and British Government securities, \$33,366,508; debenture stock loaned to Imperial Government, \$40,000,000; miscellaneous investments at cost, \$25,465,452, and assets in lands and properties, \$112,373,923. With regard to this last item, the directors note that before the adoption by the Company in 1913 of the policy of selling lands to settlers only, considerable areas had been bought by land companies and others for speculative purposes. The cancellation of these contracts has since been negotiated, and some of the lands already resold to settlers.

An interesting sidelight on the value under present conditions of the Company's ocean fleet is seen in a note accompanying the entry of "ocean and coastal steamships." These are taken in the balance sheet at \$26,810,547, representing vessels to a gross tonnage of 368,566 tons. A footnote gives the present estimated value of these vessels as no less than \$65,000,000, or about 2½ times the value at which they are entered as assets. The amount of cash in hand in the statement of working assets amounts to \$31,424,893, against \$57,076,018 a year ago, the decrease being readily explainable in such increased items as government securities.

A business which is not profitable to the party engaged in conducting it is generally likely to prove unprofitable to a fire insurance company writing insurance upon it.—Spectator, N.Y.

THE ROYAL BANK OF CANADA

Incorporated 1869

Capital Paid Up, \$12,911,700

Reserves, \$14,564,000 Assets, \$335,000,000

Head Office, Montreal

365 BRANCHES THROUGHOUT CANADA.

39 Branches in Cuba, Porto Rico, Dominican Republic, Costa Rica and Venezuela

BRITISH WEST INDIES

Branches in Antigua, Bahamas, Barbados, Dominica, Grenada, Jamaica, Montserrat, Nevis, St. Kitts, Tobago, Trinidad, British Guiana and British Honduras

London, Eng.
Princes Street, E.C.

New York
Cor. William & Cedar Sts.

SAVINGS
DEPARTMENT

In connection with all Branches. Accounts opened with deposits of ONE DOLLAR and upwards. Interest paid or credited at highest current rates

Victory Loan Securities

Will be accepted for safekeeping from subscribers for moderate amounts for one year free of charge.

A special Savings Department has recently been opened. Deposits of \$1 and upwards received.

THE DOMINION BANK

160 St. James Street, MONTREAL

M. S. BOGERT, Manager

THE BANK OF TORONTO

Incorporated 1855.

Head Office: TORONTO, Canada

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

Reserved Funds, \$6,555,306

Business men are offered in this Bank the satisfactory banking service provided by our complete facilities and extensive connections.

Bankers—NEW YORK—National Bank of Commerce.
CHICAGO—First National Bank.
LONDON, ENG.—London City and Midland Bank, Limited.

DIRECTORS.

W. G. GOODERHAM, *President*.
J. HENDERSON, *Vice-President*.
WILLIAM STONE,
JOHN MACDONALD
LT.-COL. A. E. 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 1823

Capital - - - \$6,500,000.00
Reserve Fund - - - 12,000,000.00
Total Assets over - - 130,030,000.00

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

BOSTON CHICAGO NEW YORK

THE BANK OF OTTAWA

Established 1874

Capital Paid Up
\$4,000,000

Rest
\$4,750,000

94 Branches in Canada

The Home Bank of Canada

Original Charter 1854

Branches and Connections throughout Canada

MONTREAL OFFICES:
Transportation Bldg., St. James Street

Hochelaga Branch:
Cor. Davidson and Ontario Streets

Verdun Branch:
1818 Wellington Street



A JOINT ACCOUNT
is a decided convenience to the soldier.

Either of the joint owners may deposit or withdraw money without further formality,

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GLOBE & RUTGERS FIRE INSURANCE COMPANY.

The Globe & Rutgers Fire Insurance Company, of New York, presents a remarkable record in its statement for 1917. Total assets are reported as \$22,022,227, an increase of nearly 60 per cent. upon the aggregate of \$13,790,133 returned in the preceding year. The unearned premium reserve, now standing at \$8,299,782 compared with \$4,685,508 a year ago, has been nearly doubled, in order to take care of the immensely enlarged business transacted during 1917. Fire premiums written amounted to \$9,387,069, and marine and inland premiums to \$9,370,534, a total of \$18,757,693. After providing liberally for all outstanding obligations, the Globe & Rutgers shows a net surplus over all liabilities, including capital, of \$7,426,114, as compared with \$6,250,190 a year ago, or an increase, after providing for the Company's greatly enlarged business, of \$1,175,923.

Remarkable Development.

The history of the Globe and Rutgers, during the last nineteen years, and under its present able management, is one of really amazing progress and development. This progress is effectively shown in the following table:—

Dec. 31.	Assets.	Surplus.
1899	\$ 529,282.59	\$ 3,038.95
1900	676,663.49	23,107.34
1901	974,311.28	55,212.65
1902	1,410,101.60	203,104.81
1903	1,960,531.45	338,292.85
1904	3,003,725.08	804,709.46
1905	3,932,447.83	1,256,146.92
1906	4,101,960.43	1,258,529.56
1907	4,163,183.02	1,098,732.36
1908	4,629,717.82	1,378,452.30
1909	5,177,134.99	2,398,322.48
1910	5,255,362.12	2,365,363.37
1911	6,331,707.15	2,619,038.59
1912	7,249,407.71	3,199,724.88
1913	8,020,276.62	3,215,126.66
1914	8,966,071.46	3,619,694.66
1915	10,178,345.13	4,769,684.89
1916	13,790,133.26	6,250,190.55
1917	22,022,227.19	7,426,114.26

It will be seen that while development in the early years was both consistent and substantial, since 1914, it has been phenomenal. In the last three years, December 31, 1914—December 31, 1917, assets have been increased from \$8,966,071 to \$22,022,227, and surplus from \$3,619,695 to \$7,426,114, while in the last two years, the assets have been much more than doubled, and the surplus increased by 56 per cent.

The Globe & Rutgers has been transacting business in the Canadian field for four years, and already, under the management of Mr. J. W. Binnie, a business of substantial proportions has been built up throughout the Dominion. Transacting fire and explosion insurance, the Globe & Rutgers last year received a Canadian net premium income of some \$623,000, compared with \$461,527 in 1915. With this large increase in premiums, a favourable loss experience was enjoyed, losses incurred amounting to \$275,000. The Globe and Rutgers fully merits the confidence of Canada policyhold-

ers, its aggressive policy being backed by marked underwriting ability as is shown by the remarkable figures of its progress which have been quoted.

THE ROUND TABLE.

The current issue of the "Round Table", while necessarily, owing to the paper restrictions reduced in size, maintains the high quality of its political reviews. Attention may be particularly called to the articles "Three Doctrines in conflict", the three doctrines being Prussianism, the Revolution and the principle of the Commonwealth, and to the review of recent conditions in the United Kingdom, under the heading of "The Fourth Winter", which to the Canadian reader is particularly interesting and informing.

PERSONALS.

Mr. G. C. Cassels, London (England) manager of the Bank of Montreal, has been appointed a member of a committee constituted by the Treasury and the Minister of Reconstruction to consider the various problems which will arise in connection with currency and foreign exchanges, during the period of reconstruction and report upon the steps required to bring about the restoration of normal conditions in due course.

ESTABLISHED 1878.

Standard Bank

of CANADA

**QUARTERLY DIVIDEND NOTICE,
No. 110.**

NOTICE is hereby given that a Dividend at the rate of THIRTEEN PER CENT. PER ANNUM upon the Capital Stock of this Bank has this day been declared for the quarter ending 30th of April, 1918, and that the same will be payable at the Head Office in this City, and at its branches on and after Wednesday, the 1st day of May, 1918, to Shareholders of the 20th of April, 1918.

By Order of the Board,
C. H. EASSON,
General Manager.

Toronto, March 23rd, 1918.



**THE LIVERPOOL AND LONDON AND GLOBE
INSURANCE COMPANY LIMITED**
CANADIAN BRANCH HEAD OFFICE - MONTREAL

DIRECTORS:
M. Chevalier, Esq. Sir Alexandre Lacoste
William Molson Macpherson, Esq. Sir Frederick Williams-Taylor, LL.D.
J. Gardner Thompson, Manager. Lewis Laing, Assistant Manager
J. D. Simpson, Deputy Assistant Manager.



**THE LIVERPOOL - MANITOBA
ASSURANCE COMPANY**

Liability Guaranteed by THE LIVERPOOL and LONDON and GLOBE Insurance Company Limited
Head Office: Cor. Dorchester St. West and Union Ave., MONTREAL

DIRECTORS:
J. Gardner Thompson, President and Managing Director. Lewis Laing, Vice-President and Secretary.
J. D. Simpson, Assistant Secretary.
M. Chevalier, Esq. Sir Alexandre Lacoste A. G. Dent, Esq. John Emo, Esq.
J. C. Rimmer, Esq. Wm. Molson Macpherson, Esq. Sir Frederick Williams-Taylor, LL.D.

FIRE INSURANCE



**The Globe Indemnity Company
of Canada**

Liability Guaranteed by THE LIVERPOOL and LONDON and GLOBE Insurance Company Limited
Head Office: 343 Dorchester Street W., MONTREAL

CASUALTY Insurance including Accident, Sickness, Guarantee, Burglary
Employers' Liability and Automobile

== FIRE INSURANCE ==

John Emo Secretary and General Manager
Robt. Welch - Assistant Manager
Lewis Laing - Fire Manager
J. D. Simpson - Assistant Fire Manager

DIRECTORS
J. Gardner Thompson, President. Lewis Laing, Vice-President.
M. Chevalier Wm. Molson Macpherson A. G. Dent J. D. Simpson
Sir Frederick Williams-Taylor, LL.D. Sir Alexandre Lacoste

**410 TONS OF GOLD HAVE BEEN PAID TO
POLICYHOLDERS BY
Insurance Company of North America**

THE OLDEST AMERICAN STOCK FIRE INSURANCE COMPANY

WE MAINTAIN A DEPARTMENT TO ASSIST AGENTS IN SECURING LOCAL RISKS CONTROLLED OUTSIDE. IF THERE ARE ANY
SUCH RISKS IN YOUR FIELD, WRITE US ABOUT THEM. WE MAY BE ABLE TO HELP YOU. IT IS WORTH TRYING.

ROBERT HAMPSON & SON, LIMITED GENERAL AGENTS FOR CANADA **MONTREAL**

**LONDON & LANCASHIRE LIFE
AND GENERAL ASSURANCE ASSOCIATION
LIMITED**
of LONDON, ENGLAND

ESTABLISHED IN CANADA, 1863

ASSETS EXCEED \$22,000,000

DIRECTORS FOR CANADA:
A. J. DAWER, Esq. H. B. MACKENZIE, Esq.
E. F. HERDEN, Esq. E. C. PRATT, Esq.
Manager for Canada: ALEX. BISSETT

BRANCHES THROUGHOUT THE DOMINION
HEAD OFFICE FOR CANADA:
LONDON AND LANCASHIRE LIFE BUILDING
164 St. James Street, Montreal, P.Q.

Our New Annuity Rates

are meeting with instant favor. This, coupled with the Special Plans and Rates offered Total Abstainers, gives our representatives an avenue of approach unsurpassed.

For men of character and ability, we have some very attractive openings.

R. JUNKIN
MANAGER OF AGENCIES

**THE MANUFACTURERS LIFE
INSURANCE COMPANY**

TORONTO - - CANADA

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GLOBE & RUTGERS

FIRE INSURANCE COMPANY

111 WILLIAM STREET, NEW YORK

JANUARY 1, 1918

ASSETS		LIABILITIES	
Real Estate	\$78,975.00	Capital	\$700,000.00
Bond and Mortgages	230,900.00	Surplus	7,426,114.26
City, Railroad and other Bonds and Stocks	17,036,342.60	Re-Insurance Reserve	8,299,781.67
Cash in Banks and Office	1,075,492.40	Losses in Course of Adjust- ment	2,852,721.27
Premiums in Course of Collec- tion	3,343,326.07	Commissions and other items.	2,743,609.99
Interest Accrued	131,629.85		
Due on account Re-Insurance Loss Account	75,561.27		
	\$22,022,227.19		\$22,022,227.19

SURPLUS TO POLICY HOLDERS, \$8,126,114.26.

E. C. JAMESON, President

LYMAN CANDEE, Vice-President
J. H. MULVEHILL, Secretary
W. L. LINDSAY, Secretary

W. H. PAULSON, Vice-President
A. H. WITTHOHN, Assist. Secretary
J. D. LESTER, Assistant Secretary

Canadian Head Office, MONTREAL

J. W. BINNIE, Manager.

PRESENT DAY ADVANTAGES OF ANNUITIES.

Mr. Daniel Parks Fackler, the well-known New York actuary, strongly advocates the further development of the annuity business by life insurance companies on this continent. He writes:—

"Vast numbers of old people who can barely eke out an existence on their meager incomes from real estate and other investments might obtain comfort if made aware of the advantages to be derived from annuities. For example, in one actual case, an old lady's real estate did not yield enough for her needs; she was advised to obtain a mortgage loan from a life insurance company, and buy an annuity from the company with the proceeds. This transaction was advantageous to all connected with it; the company liked the mortgage loan better because the interest was secured by the annuity; the real estate agent obtained a commission for getting the loan, and a life insurance agent (who may also have been the real estate agent) got a commission on the annuity, while the old lady obtains an income so much larger than before that she is able to live in comfort.

"There are many thousands of cases where old people, owing to the increased cost of living, are scarcely able to exist on the scanty incomes from their savings, when comfort might be obtained by purchasing annuities. Life insurance agents and real estate men lose large sums in commissions yearly by not looking after these opportunities. An officer of a large life insurance company, in addressing his agents recently, said: 'Last year we received a very large sum in the purchasing

of annuities, which came to us directly because you agents had not been sufficiently wide awake to solicit the applicants before they came to us, which would have yielded you many thousand dollars in commissions.'"

THE EXCHANGE PROBLEM.

(Continued from front page).

One encouraging factor in connection with the exchange problem is the likelihood of an increasing number of orders from the United States for war munitions. The substantial orders already placed are reported as yet hardly to have reached the stage, where they would have an effect upon exchange. However, the volume of our exports to the United States is continually rising, those for January, which aggregated \$38,127,057, showing a growth of almost \$2,000,000 compared with December and of over \$16,000,000 compared with January, 1917. The solution of the adverse exchange problem is thus summed up by the Canadian Bank of Commerce: (1) Increase of Canadian exports to the United States; (2) Curtailment of Canadian imports of non-essentials; (3) By Great Britain arranging a credit in the United States for such portion of her purchases in Canada as are essential for the maintenance of Canadian industries and the successful prosecution of the war; (4) By the United States giving Canada the privilege of renewing certain of her obligations which mature during the coming year.

Commercial Union

ASSURANCE COMPANY LIMITED
of LONDON, England

The largest general Insurance Company in the world
(As at 31st December, 1916)

Capital Fully Subscribed.....	\$14,750,000
Capital Paid Up.....	1,475,000
Life Fund, and Special Trust Funds.....	76,591,535
Total Annual Income exceeds.....	51,000,000
Total Funds exceed.....	151,500,000
Total Fire Losses Paid.....	193,774,045
Deposit with Dominion Govern- ment.....	1,245,467

Palatine

INSURANCE COMPANY LIMITED
of LONDON, England

(As at 31st December, 1916)

Capital Fully Paid.....	\$1,000,000
Fire Premiums 1916, Net.....	\$2,566,130
Interest, Net.....	144,290
Total Income.....	\$2,710,420
Funds.....	\$5,248,690
Deposit with Dominion Gov't....	\$276,900

N.B.—In addition to the above there is the further guarantee of the Commercial Union Assurance Company Limited, whose Funds exceed \$151,500,000.

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:
17 St. John Street, Montreal.

W. E. BALDWIN, Manager. F. K. RIDGE, Agency Superintendent.

A BRITISH COMPANY

Union Insurance Society of Canton, Limited

ESTABLISHED 1835

Head Office: HONGKONG

Assets over \$17,000,000

FIRE, MARINE AND AUTOMOBILE

Head Office for Canada, 36 Toronto Street, TORONTO

General Agent Montreal, JOSEPH ROWAT

Manager for Canada, C. R. DRAYTON

C. R. G. JOHNSON, POIRIER & JENNINGS, INC.

AGENTS

INSURANCE

BROKERS

AETNA INSURANCE CO. OF HARTFORD
ST. PAUL FIRE & MARINE INSURANCE CO.

11 ST. SACRAMENT STREET
MONTREAL, P.Q.

LIGHTNING AND LIGHTNING RODS.

After most careful inquiries and many special investigations, Fire Marshal Heaton, of Ontario, is in a position to state definitely that in no instance has lightning caused fire to a barn, which was equipped with lightning rods. Ontario, through the instrumentality of Prof. W. H. Day, of the Ontario Agricultural College, Guelph, pioneered the way in standardizing lightning rod equipments. The following recommendations are of particular interests at this time, where every loss of foodstuffs stored in farmers' barns is a serious matter, and local agents can render good service by drawing attention to these recommendations where it is desirable.

How to Make Emergency Lightning Rods.

An emergency lightning rod can be constructed from any wire found about the farm. Barbed fence wires, guy wires, baling wires, woven fence wires, clothes line, anything of continuity and of metal laid over the building crosswise or lengthwise, or both, so long as it is over the building at its highest point, and carried to the ground and there connected to any kind of metal rod, one-quarter inch or more in size, driven into the ground three feet or more to permanent moisture, will provide such emergency lightning rod, and will last for two or three years until the wire begins to rust out. Never mind about the high points and glistening ornaments. Insulators also are unnecessary.

The ground rods can be made of old brace rods, end gate rods, or of iron pipe found around the farm. The important part is to get the wire grounded in permanent moist earth. The connection of the wire to the ground rod can be made by wrapping the wire around the rod securely.

If you have no rods three feet or more in length, shorter ones can be used by digging a hole part of the way, then drive the bolt or rod to permanent moisture, wrap the wire around same and make a rough box to cover the wire that is underground.

Erection of the Rod.

Directions for erecting the emergency lightning rod: It is important that the wire should extend to the highest portion of the building, either along the ridge, or to the top of the cupola, if there is one, thence running to and terminating at the ground where it is attached to ground rods. It will be necessary to fasten this wire to the ridge of the roof with staples, in order to keep

the wind from blowing it down. This wire is likewise grounded at the four corners of the building.

Even greater protection may be afforded by twisting the wire so that it will stand upright from the roof about one foot in the air, at each end of the ridge, although this is not absolutely necessary.

Material to be used: If new wire has to be purchased, No. 8 gauge galvanized wire is desirable. No. 16 wire twisted in a strand may be used. If barbed wire is used at any place on the building, it is preferable to place it on the ridge, or top of the roof.

The emergency lightning rod here outlined is only designed for what it purports to be, an emergency protection. If standard copper or iron rods can be provided, all the better. But in these times of great necessity, all farmers should provide at least this emergency wire protection from lightning losses. These losses are scandalous because so easily prevented.

MR. MEUNIER RETURNS FROM FRANCE.

Mr. Theo. Meunier, managing director, British Colonial Fire Insurance Company, Montreal, has returned to the City after an absence of two months visiting France and Switzerland in the interests of his Company. Mr. Meunier was in Paris during two enemy air raids. He states that while some material damage was done and a few lives lost, the people were not seriously alarmed. He found business generally in Paris very brisk and money plentiful. There has been considerable expansion in the business of insurance, especially the fire and marine branches. Several re-insurance Companies, with ample capital, fully paid up, have been recently formed, to replace foreign treaty Companies. In this connection reference might specially be drawn to the Compagnie Française de Re-Assurances Generales and also Le Vulcan Compagnie de Re-Assurances both of Paris.

Mr. Meunier was afforded the opportunity while in Paris of hearing important financial men and others discuss the war problem. These men, he states, are in no way seriously disturbed about recent news from the front, but are most optimistic in their views about final victory for France and her allies.

Up to date, the war claims of the Prudential, the great English industrial office, total over \$17,250,000.

AUSTRALIA and NEW ZEALAND BANK OF NEW SOUTH WALES

(ESTABLISHED 1817)

Paid-up Capital	-	-	-	-	\$19,524,300.00
Reserve Fund	-	-	-	-	14,375,000.00
Reserve Liability of Proprietors	-	-	-	-	19,524,300.00
	-	-	-	-	\$53,423,600.00
Aggregate Assets 30th Sept., 1917	-	-	-	-	\$285,767,140.00



J. RUSSELL FRENCH, General Manager.

334 BRANCHES and AGENCIES in the Australian States, New Zealand, Fiji, Papua (New Guinea), and London.
The Bank transacts every description of Australian Banking Business. Wool and other Produce Credits arranged.

Head Office:
GEORGE STREET, SYDNEY.

Agents: Bank of Montreal
Royal Bank of Canada
Bank of British North America.

London Office:
29, THREADNEEDLE STREET, E.C.

The Trust and Loan Co.

OF CANADA

Capital Subscribed \$14,600,000.00
 Paid-up Capital 2,930,000.00
 Reserve Funds 2,783,996.38

MONEY TO LOAN ON REAL ESTATE

30 St. James Street, Montreal

The Royal Trust Co.

EXECUTORS AND TRUSTEES

CAPITAL FULLY PAID \$1,000,000
 RESERVE FUND 1,000,000

BOARD OF DIRECTORS:

SIR VINCENT MEREDITH, BART., President.
 LIEUT.-COL. SIR H. MONTAGU ALLAN, C.V.O., Vice-President.
 R. B. ANGUS
 E. W. BEATTY, K.C.
 A. D. BRAITHWAITE
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 H. R. DRUMMOND
 SIR CHARLES GORDON, K.B.E.
 HON. SIR LOMER GOUIN,
 K.C.M.G.
 C. R. HOMER
 LIEUT. COL. BARTLETT
 MCLENNAN, D.S.O.
 WILLIAM MCMASTER
 MAJOR HERBERT MOLSON, M.C.
 LORD SHAUGHNESSY, K.C.V.O.
 SIR FREDERICK
 WILLIAMS-TAYLOR.

A. E. HOLT, MANAGER

OFFICE AND SAFETY DEPOSIT VAULTS:

107 St. James St., Montreal

BRANCHES : (Calgary, Edmonton, Halifax, Ottawa, Quebec,
 Regina, St. John, N.B., St. John's, Nfld., Toronto,
 Vancouver, Victoria, Winnipeg.)

Prudential Trust Company

LIMITED

Trustee for Bondholders
 Transfer Agent & Registrar
 Administrator Receiver Executor
 Liquidator Guardian Assignee
 Trustee Custodian
 Real Estate and Insurance Departments
 Insurance of every kind placed at
 lowest possible rates.

Safety Deposit
 Vaults

Terms Ex-
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 moderate.

Correspond-
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B. HAL. BROWN, President and Gen. Manager

"Representing THE MUTUAL LIFE OF CANADA"

Efficient representatives of our Company will be found in every important center in the Dominion and in the Island of Newfoundland. Their motto is "Service" and they will gladly furnish any needed information regarding Life Insurance in general and Mutual Life Insurance in particular. The Company issues policies on every approved plan—including endowment policies, monthly income policies and policies designed for the protection of business enterprises. It has been the aim of the Mutual Life of Canada to introduce into its contracts every modern privilege that is compatible with safety, but the distinguishing feature of the Company is Mutuality. Under this system all profit from whatever source reverts to the policyholders and so reduces the cost of protection. We furnish—

—THE LARGEST AMOUNT OF PROTECTION FOR
 THE LEAST POSSIBLE OUTLAY.—

The Mutual Life Assurance Co. of Canada

WATERLOO, ONTARIO

Assets, \$32,165,432

Assurances, \$123,510,500

Western

Assurance Company

Incorporated in 1851

FIRE, EXPLOSION, OCEAN MARINE
 AND INLAND MARINE INSURANCE

ASSETS over \$5,000,000.00

LOSSES paid since organization
 of Company . . . over \$66,000,000.00

DIRECTORS

W. B. MEIKLE, President and General Manager
 Sir John Aird Z. A. Lash, K.C., LL.D.
 Robt. Blekerdike, M.P. Geo. A. Morrow
 Alfred Cooper Lt. Col. The Hon.
 H. C. Cox Frederick Nicholls
 D. B. Hanna Brig.-General Sir
 E. Hay Henry Pellatt, C.V.O.
 John Hoskin, K.C., LL.D. E. R. Wood

HEAD OFFICE - TORONTO

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.

THE RE-INSURANCE POSITION.

The Manchester Policyholder, whose editor, Sir Harold Elverston, M.P., is chairman of one of the English re-insurance companies, publishes some exceedingly useful and interesting notes on the fire re-insurance position, including translations from French and German insurance publications. It has been estimated, says the Policyholder, that in pre-war days the re-insurance premiums paid to companies of enemy origin amounted to no less than £20,000,000 per annum, but this can only be an estimate, and a rough one at that. At the major portion of that business was suddenly thrown upon the market, and few British re-insurance offices existed, the immediate result was that a number of companies from neutral countries made a bid for the business, many of them in a tentative sort of way, however, for they did not establish a place of business in Great Britain, but, with very few exceptions, they only opened agencies over here, thus avoiding the formality of depositing their accounts annually with the British Board of Trade.

"We always believed", says the Policyholder, "that the way for the Britisher to meet foreign competition is to do what the foreigner does, only to do it better. England, the cradle of insurance, the country which possesses the largest number of the most powerful direct insurance companies in the whole world, ought not to be without its native re-insurance offices in future. This business has still to be conquered, however, for a very small percentage of the business is absorbed by national re-insurance offices."

German Companies Getting Nervous.

It appears from articles which have lately been published in the German insurance press that the German re-insurance offices are more than a little nervous in regard to the future cause of their business. They are now pleading that insurance should be an international trade, which shall not be interrupted even by war itself. They argue that, on this side of the Atlantic, companies are required to make deposits which guarantee the fulfilment of obligations within the country, and further that companies are subject to individual supervision and therefore insurance should, in strict justice, be made an exception to conditions imposed on other trades, etc.

Whether the German companies like it or not, remarks the Policyholder, they cannot get away from the fact that Great Britain is the most important insurance centre in the world, and that their future lies very much in the hands of the British offices. The Policyholder believes it improbable that the large blocks of re-insurances which formerly went abroad will leave Great Britain in future.

THE RETAILER'S FIRE INSURANCE.

Any live retailer, whether his turnover be large or small, is interested in ways and means whereby his expenses may be reduced to a minimum. The reduction of his insurance rates is an important step in this connection, and are in what the retailer can be effectively assisted by the wide-awake local agent, with advantage to the agent. Many dealers will find it possible to reduce the rates in their own individual cases by making

arrangements whereby the hazard of their property is improved, and particularly at the time when a new building is being erected, or an old one remodelled, can make very valuable suggestions. Such suggestions will establish the agent with the retailer, as the latter's insurance adviser, while at the same time contributing to the lessening of the fire hazard in the local agent's community and thus being an advantage to the agent's company. The many and varied lines of merchandise carried by the country town and village retailer, including some of a high degree of inflammability, make the cultivation of care in construction and cultivation of careful habits on his part well worth while in the cause of fire prevention.

THE TEMPERAMENTAL HAZARD.

The subjoined quotation from a recent address by Mr. Frank Lock, U. S. manager of the Atlas, puts in the most pointed and condensed form, an argument which needs endless repetition with the public. The points of this argument should be known by heart by every agent, ready for use at every opportunity, in the interests of his business, and in these days also, in the interests of the conservation of wealth.

"The temperamental hazard," said Mr. Lock, "is the point of view which the community, you premium payers, have towards the fire insurance business. You are wrong in your point of view. By that I mean, if you get a jury to try a case of fraud, the sympathy of the jury goes to the claimant and against the company. If you get a man up on the charge of arson or incendiarism, every loophole of escape is made for the man as against the company. But who is the company in the last analysis? You are. For insurance companies do not pay their losses out of capital; they do not intend to. Capital is there as a pledge and a guarantee for the day of catastrophe which might come in the sweeping away of a city, but it is intended that our losses and expenses should be paid out of the contributions which you men make, and when you men pay your premiums, and when you in your newspapers, in your legislative halls and in your courts, give the bent of your sympathies and of your moral support towards the man who is a presumptive wrongdoer or criminal, so that he gets what he is not entitled to, you gentlemen are paying the price. There is nowhere else to put the price that is thus paid but into your premium."

Mr. J. A. Jessup, manager Casualty Department, Royal Exchange Assurance Co., has returned from a business trip to Toronto. He reports satisfactory progress being made in volume of business this year, automobile business being specially good.

The Travellers Life Assurance Company

of Canada

HEAD OFFICE: MONTREAL

Hon. GEO. F. GRAHAM, President


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



LONDON & LANCASHIRE FIRE
INSURANCE COMPANY LIMITED

ONTARIO AND NORTH WEST BRANCH
14 Richmond Street, East, TORONTO

PROVINCE OF QUEBEC BRANCH
164 St. James St., Cor. St. John St., MONTREAL



LONDON & LANCASHIRE GUARANTEE & ACCIDENT

PERSONAL ACCIDENT SICKNESS FIDELITY GUARANTEE **PLATE GLASS AUTOMOBILE GENERAL LIABILITY**

Head Office: **TORONTO.**
Montreal, 164 St. James Street. Quebec, 81 St. Peter Street.

MOUNT ROYAL ASSURANCE COMPANY		THE NATIONALE FIRE INSURANCE COMPANY OF PARIS, FRANCE	
PAID UP CAPITAL.....	\$250,000.00	SUBSCRIBED CAPITAL.....	\$2,000,000
TOTAL FUNDS.....	1,315,728.35	TOTAL FUNDS.....	7,491,390
SURPLUS AND RESERVES.....	765,365.14	NET SURPLUS.....	1,557,150

AGENTS WANTED IN UNREPRESENTED DISTRICTS

HEAD OFFICE FOR CANADA - - - - - MONTREAL

J. E. CLEMENT, General Manager. H. H. YORK, Inspector for Ontario. L. C. VALLE, Inspector for Quebec.

Ætna Insurance Company
Established in Canada 1821

Ætna Fire Underwriters Agency
Of Ætna Insurance Co., Hartford, Conn.

Applications for Agencies Invited

J. B. HUGHES, Special Agent, WATERLOO, Ont.
J. R. STEWART, Special Agent, 15 Wellington St. East, TORONTO, Ont.
R. LONG, Special Agent, P. O. Box 397, CALGARY, Alberta

Union Assurance Society, Ltd.
OF LONDON, ENGLAND
(Fire Insurance since A.D. 1714)

CANADA BRANCH, MONTREAL. T. L. MORRISEY, Resident Manager.
NORTH WEST BRANCH, WINNIPEG. THOS. BRUCE, Branch Manager.

Agencies throughout the Dominion.

EXCELSIOR
INSURANCE LIFE COMPANY
A Strong Canadian Company

Victor Archambault, Provincial Manager.
MONTREAL TRUST BUILDING, 11 Place d'Armes, MONTREAL.

The Law Union & Rock
INSURANCE CO. LIMITED, LONDON. Founded in 1806

Assets Exceed - \$48,500,000.00
Over \$12,500,000 invested in Canada.

FIRE and ACCIDENT RISKS accepted.
Canadian Head Office: 57 Beaver Hall Hill, MONTREAL.

Agents wanted in unrepresented towns in Canada.
W. D. AIKEN, Superintendent, J. E. E. DICKSON
Accident Dept. Canadian Manager.

TO AGENTS WHO WANT MORE INCOME

We have a number of important points where we can place men of character and ability. If you are a productive worker, and would like a personal interview, write, stating experience to

THE CONTINENTAL LIFE INSURANCE CO.
TORONTO, Ont.

GEORGE B. WOODS, President. CHAS. H. FULLER, Secretary.

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THE CANADIAN FIRE RECORD.

(Specially compiled by The Chronicle).

Fire at Montreal.—On the 18th instant a fire occurred in Breen's Pharmacy, 216 Queen St. East, Montreal. Damage estimated at \$1,000.

Fire at Toronto.—On the 19th instant a fire occurred on the premises of Krausman's Hotel, corner King and Church Streets, Toronto. Damage estimated at \$3,000.

Fire at Montreal.—On the 26th instant a fire occurred in an automobile repair shop, 322 West Craig Street, Montreal. Damage estimated at \$1,000.

Fire at Hamilton, Ont.—By the fire which occurred on the 23rd instant, on the premises of the Hamilton Cotton Co., Browne Wharf, Hamilton, Ont., the following companies are stated to be interested: Montreal Underwriters, \$25,000; Royal, \$19,000; Hudson Bay, \$23,800. Loss estimated about 40%.

CONFLAGRATIONS AND BUILDING BY-LAWS.

An enquiry into existing conditions in Canada shows that no city or town is free from the danger of conflagration. In some, the hazard is severe; in others, it has been modified by recent construction; in all our cities and towns the hazard is bad. The chief of every city fire department, writes Mr. J. Grove Smith, fears the day when he will have to solve for himself the problems that have confronted the organized brigades at Montreal, Toronto, Ottawa and other cities. In a general way, it may be said that the larger cities and towns in Canada consist of compact brick and stone business centres, surrounded by districts constructed almost entirely of wood. Frame buildings, to a greater or lesser degree, constitute the mercantile centres of the smaller towns and villages and whole sections of the residential areas.

In the congested business areas of cities, the more recent buildings are of a good type, but are usually too high for efficient protection by the available water supply under conflagration conditions. The older buildings are of a poor class, ranging from frame to ordinary joist construction. Many have large floor areas that would give an unbroken sweep to fire. Intermingled with the good and bad construction are buildings dilapidated beyond repair, forming a constant menace to adjoining structures. In nearly all buildings the floors are pierced with numerous unprotected openings for stairways, elevators and skylights. The windows of one building are permitted to face exactly opposite similar windows in adjacent buildings without any provision to minimize the exposure hazard. To the exterior of many of the buildings, immense metal-covered wooden cornices, useless domes, mansard roofs and other combustible features have been added, entirely destroying the fire protective value of brick and stone walls.

The Cheap Construction Zone.

Outside the business centres of cities and towns, there is, invariably, a zone of cheap construction. Municipal boundaries have been extended from time to time, with the result that the poorest classes of buildings have been brought within the

limits. These endanger all buildings thereafter erected in proximity to them. This outer zone generally includes the main residential sections, which are, in many instances, closely built-up districts of cheap brick veneer and frame buildings. Construction is extremely defective, owing to the speculative features that enter into the ownership of such property.

Beyond the outer area again are hundreds of suburban real estate developments, composed entirely of wooden buildings. Without restrictions, every builder has been a law unto himself. In many cases there is congestion through the efforts of real estate men to sell the maximum number of lots per acre. These sub-divisions are absolutely devoid of fire-retarding features and have little or no protection from public fire departments. They form a problem in themselves and, at the same time, constitute a menace to the cities which they adjoin. A fire, well started in such a locality, with a strong wind blowing, is exceedingly difficult to control. As a matter of fact, such fires seldom are extinguished until they have burned out, or are blocked by some natural barrier, such as a river, park or other open place. In their sweep they annihilate everything combustible and destroy homes which represent the investment of years of toil and saving by those who can least of all afford the loss. The sad experience of scores of small communities justifies and demands legislation that will operate to control all forms of construction outside of municipal fire districts. This is not only of importance to the particular community itself, but vitally affects the future extension of the city or town to which it stands adjacent.

DANGERS FROM FAULTY CONSTRUCTION.

With regard to the effect of holes in walls, otherwise fire retardant, and similar faults in construction, the Ontario Fire Marshal makes the following observations:—

In Port Arthur, Mr. Lewis found that a fire had been carried along the joists for more than sixty feet in a block of stores over which were several apartments, simply because the joists were not beam filled.

In a munitions plant fire in Dundas, the steam pipes were run through a hole in a stone wall and the draft through this aperture soon carried the flames to the adjoining building, resulting in an enormous loss that could easily have been prevented by filling the hole with stone and mortar.

The recent serious loss in the Borbridge Block, Ottawa, was caused, to a large extent, by the flames eating their way from one building to another through holes in the walls.

Holes in floors, the Fire Marshal points out, are also a fertile means of spreading fires. Flames quickly follow a current of air, they rush for the free oxygen. As a chain is no stronger than its weakest link, neither is a wall fire retardant so long as it has a single opening.

The Ontario Fire Marshal suggests that returned soldiers would be well suited to the important work of acting as armed guards to grain elevators, etc., at this time.

CANADA PERMANENT MORTGAGE CORPORATION
TORONTO STREET TORONTO
 Established 1855

President—W. G. Gooderham, First Vice-President—W. D. Matthews, Second Vice-President, A. S. Hudson, Joint General Manager—R. Hudson, John Massey, Assistant General Manager—George H. Smith.

PAID-UP CAPITAL	\$ 6,000,000.00
RESERVE FUND (earned)	5,250,000.00
UNAPPROPRIATED PROFITS	197,977.41
CAPITAL AND SURPLUS	11,447,977.41

Deposits Received Debentures Issued

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

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

**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.

**ATLAS
ASSURANCE COMPANY LIMITED
of LONDON, ENGLAND**

The Company commenced business in the REIGN OF GEORGE III and the following figures show its record—


At the Accession of	Income	Funds
KING GEORGE IV.	\$ 387,065	\$ 800,605
KING WILLIAM IV.	657,115	2,038,380
QUEEN VICTORIA	789,865	4,575,410
KING EDWARD VII.	3,500,670	11,185,405
KING GEORGE V.	6,846,895	15,186,090

and at
 31st DECEMBER, 1916 7,980,685 20,730,010

In addition the Company has a Subscribed Capital of Eleven Million Dollars (of which \$1,320,000 is paid up.)

*Agents wanted in unrepresented districts.
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

**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 FERRAND.

MONTREAL

Year to date
 Feb. 28
 Week ending
 Mar. 7
 14
 21

Year to date
 Feb. 28
 Week ending
 Mar. 7
 14
 21

Year to date
 Feb. 28
 Week ending
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TRAFFIC RETURNS

Canadian Pacific Railway.

Year to date	1916	1917	1918	Increase
Feb. 28	\$16,926,000	\$18,773,000	\$19,889,000	\$1,116,000
Week ending	1916	1917	1918	Increase
Mar. 7	\$2,198,000	\$2,442,000	\$2,617,000	\$175,000
14	2,258,000	2,670,000	2,496,000	Dec.174,000
21	2,281,000	2,648,000	2,846,000	198,000

Grand Trunk Railway.

Year to date	1916	1917	1918	Decrease
Feb. 28	\$8,290,131	\$8,530,394	\$7,624,743	\$905,651
Week ending	1916	1917	1918	Increase
Mar. 7	\$992,026	\$1,063,190	\$1,122,582	\$59,392
14	957,542	1,068,837	1,135,552	66,715
21	967,233	1,054,639	1,204,467	149,828

Canadian Northern Railway.

Year to date	1916	1917	1918	Increase
Feb. 28	\$3,041,500	\$5,191,200	\$5,406,300	\$215,100
Week ending	1916	1917	1918	Decrease
Mar. 7	\$540,200	\$669,100	\$666,400	\$2,700
14	\$538,000	738,200	733,000	5,200
21	549,000	719,100	788,200	Inc.69,100

INVESTMENTS WITHIN THE EMPIRE.

The Chancellor of the Exchequer was recently asked if, with a view to encouraging the investment of British capital within the Empire, he will consider the advisability of imposing a somewhat higher rate of income tax in respect of income derived from investments of such capital in foreign territory than is or may be charged upon income derived from capital invested within the Empire?

The reply was that the suggestion involved considerations which cannot be adequately dealt with by way of question and answer. But it was pointed out that under the provisions of Section 43 of the Finance Act, 1916, some measure of relief from United Kingdom income tax is already allowed in respect of income which has been assessed to a Dominion income tax.

Compulsory social insurance is in its essence undemocratic.—Samuel Gompers.

THE STRATHCONA FIRE INSURANCE

COMPANY

HEAD OFFICE: MONTREAL

CAPITAL Subscribed - - - - - \$300,000

By over 500 Notaries of the Province of Quebec

DEPOSITED with the Provincial Government \$64,000

TOTAL ASSETS, December 31st, 1916 - - \$343,295

90 ST. JAMES ST. - - - - - Main 7544

NOTICE

The Insurance Act of the Dominion of Canada, 1910, having been replaced by the Insurance Act, 1917, Notice is hereby given that licenses have been issued to the following companies under the provisions of the latter Act:—

THE AMERICAN AND FOREIGN MARINE INSURANCE COMPANY, License No. 556, for Inland Transportation.

THE BRITISH AND FOREIGN MARINE INSURANCE COMPANY, LIMITED, License No. 578, for Inland Transportation and Sprinkler Leakage.

DALE & COMPANY, LIMITED, General Agents, CORSTINE BUILDING, MONTREAL.

WANTED

A YOUNG MAN capable of taking charge of Office, for the position of Chief Clerk, by an important British Fire Insurance Office. Applicants must state experience, length of service, and salary expected to

CHIEF CLERK,
c/o THE CHRONICLE,
MONTREAL

NOTICE

Is hereby given that on 28th February, 1918, License No. 606 was issued to the **QUEEN INSURANCE COMPANY OF AMERICA**, under the Insurance Act, 1917, for the transaction in the Dominion of Canada, of the following classes of insurance business, namely, Fire Insurance, Automobile Insurance, and Inland Transportation Insurance.

W. MACKAY,
Chief Agent and Manager in Canada.

NOTICE

The Insurance Act of the Dominion of Canada, 1910, having been replaced by the Insurance Act 1917, Notice is hereby given that license No. 602 has been issued to **THE EMPLOYERS LIABILITY ASSURANCE CORPORATION LIMITED**, of LONDON, ENGLAND, for the transaction of the following classes of Insurance business, viz.: FIRE, ACCIDENT, SICKNESS, BURGLARY, GUARANTEE, AUTOMOBILE AND STEAM BOILERS.

NOTICE

The Insurance Act of the Dominion of Canada 1910, having been replaced by the Insurance Act 1917, Notice is hereby given that under the Provisions of the latter Act, there has been issued to

THE OCEAN MARINE INSURANCE COMPANY, LIMITED

License No. 684, insuring Postal and Express packages in transit in Canada.

NOTICE

The Insurance Act of the Dominion of Canada 1910 having been replaced by the Insurance Act 1917, Notice is hereby given that License No. 671 has been issued to the **NIAGARA FIRE INSURANCE COMPANY** for the transaction of Fire, Tornado and Automobile Insurance, under the provisions of the latter Act.

NOTICE

The Insurance Act of the Dominion of Canada, 1910, having been replaced by the Insurance Act 1917, Notice is hereby given that License No. 720 has been issued under the provisions of the latter Act, to

L'UNION COMPAGNIE D'ASSURANCE CONTRE L'INCENDIE OF PARIS (UNION FIRE INSURANCE COMPANY OF PARIS)

L. M. FERRAND,
Manager & Chief Agent for Canada.

73rd ANNUAL REPORT

New York Life Insurance Co.

346 and 348 BROADWAY - - NEW YORK CITY

Income for the year 1917:		
Premiums	\$100,279,122.00	
Interest and Rents	39,957,422.00	
Other Income	5,881,618.00	
		\$146,118,162
Paid Policy-holders, 1917 (Exclusive of Disability Benefits):		
Death Losses	\$30,599,371.00	
Matured Endowments	13,566,409.00	
Surrender Values	18,527,170.00	
Dividends	22,807,762.00	
Annuities	1,387,241.00	
		\$86,887,953
Loaned Policy-holders during 1917		
		\$23,729,213
New Paid-for Insurance in 1917 (Exclusive of over \$16,000,000 increase by Policies revived and increased, and Additions by Dividends)		
		\$315,994,590
Paid for Insurance in Force Dec. 31		\$2,673,334,336
Number of Policies in Force Dec. 31		1,301,969
Admitted Assets, Dec. 31, 1917		
<small>These assets are the property of over 1,000,000 people with their dependents (in accordance with their contractual rights). The Company is purely mutual; it has no capital stock.</small>		
		\$934,929,381
Legal Liabilities		
Reserved for dividends payable in 1918	\$26,561,063.64	
Reserved for dividends on deferred dividend policies maturing subsequent to 1918	107,041,778.00	
Reserved for Contingencies	40,584,204.36	
		\$174,187,046
Total		\$934,929,381

THE ANNUAL DIVIDEND RATE OF 1917 WILL BE MAINTAINED IN 1918

FOR THE YEAR 1917 THE COMPANY'S MORTALITY RATE WAS THE LOWEST IN ITS HISTORY

Average earning power of total	(Dec. 31, 1917, 4.59%)	A detailed statement will be sent to any
Ledger Assets	(Dec. 31, 1916, 4.54%)	* person asking for it.
January 14, 1918.		DARWIN P. KINGSLEY, President.

EAGLE, STAR AND BRITISH DOMINIONS INSURANCE CO. LIMITED

Assets over \$61,000,000 Premium Income over \$14,000,000

FIRE and MARINE

Canadian Managers, DALE & COMPANY, LIMITED, Coristine Bldg., Montreal
Branches at HALIFAX, TORONTO, WINNIPEG and VANCOUVER

THE YORKSHIRE INSURANCE COMPANY, LIMITED

ESTAB. 1824

YORK, ENGLAND ASSETS EXCEED \$23,000,000

FIRE Every description of property insured. Large Limits.

LIVE STOCK The Yorkshire is the FIRST COMPANY, licensed by the FEDERAL GOVERNMENT, to transact Live Stock Insurance in Canada.

ACCIDENT Personal Accident, Employers', Automobile, Teams, General Liability, and Plate Glass.

CANADIAN DIRECTORS	{ Hon. C. J. Doherty G. M. Bosworth, Esq.	Hon. Alphonse Racine Alex. L. MacLaurin, Esq.	Canadian Manager, P. M. WICKHAM, Montreal
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APPLICATIONS FOR AGENCIES are invited from responsible persons.