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THE BANKS' CANADIAN LOANS.

Those who have followed closely the development of events in Canada during the last year or eighteen months are well aware that the comparative stability which has prevailed here during a particularly trying and anxious period has been largely due to the long-sighted policy of the banks. Months before some of our outside critics had made the startling discovery that Canada was on the road to ruin, the bankers, studying the trend of world-wide developments, had foreseen the probability of the present stringency, had noted the development of weak spots in the fabric of Canadian credit and had begun to take measures accordingly. The speculator found his credit withdrawn; municipalities were urged to wipe out their special loans by the flotation of their bonds, all round there was a general tightening up. The task that was in fact undertaken was the gradual readjustment of affairs to a new set of conditions. The re-adjustment is still in progress, but so far it may be said that it has been performed in a way which is highly creditable to those concerned, and that by the manner in which it has been carried out, a distinct service to the Dominion has been rendered. Those foreign critics who were anticipating a year ago a panic on the grand scale in Canada, have been thus far disappointed and there is no present reason for thinking that their at one time confident expectations are likely to be realised in the near future.

LOANS AND DEPOSITS

However, one effect of the banks' policy has been to widen somewhat the margin between the total of the banks' Canadian loans and that of their Canadian deposits. At May 31, 1913, the Canadian deposits of the banks were as follows:—Dominion government, \$9,177,632; provincial governments, \$30,582,146; demand deposits, \$364,159,642; notice deposits, \$630,755,603, a total of \$1,034,675,023. At the same date the total of the banks' loans in Canada was \$981,691,741, made up of the following items:—Loans to provincial governments, \$3,739,690; call and short loans on stocks and bonds, \$69,982,540; current loans, \$898,959,650. Additionally, the banks at that date held Dominion and provincial securities totalling \$9,009,861, and Canadian municipal and other securities—home and foreign—of above \$90,000,000. A very moderate allowance for the purely Canadian securities comprised in the latter total would be \$25,000,000—in all probability, they were much more. However, making this exceedingly modest estimate, there was left as a cash reserve a \$19,000,000 balance of the banks' Canadian deposits over their Canadian loans and investments in Canadian securities.

GAIN IN ELEVEN MONTHS

Eleven months later, at April 30 last the Canadian deposits of the banks showed a slight gain as follows:—Dominion government, \$7,790,021; provincial governments, \$31,016,118; demand deposits, \$350,515,993; notice deposits, \$653,679,223, a total of \$1,043,001,385. Canadian loans at the same date were \$938,607,777 as follows: Loans to provincial governments, \$4,210,127; call and short loans on stocks and bonds, \$68,523,774; current loans, \$835,705,064; loans to municipalities, \$30,168,812, a total of \$938,607,777. The banks' holdings of Dominion and provincial governments' securities were \$12,006,598, and of other securities \$89,631,684. Taking again \$25,000,000 as a moderate allowance for the purely Canadian securities comprised in the last total, the banks' cash reserve of their Canadian deposits over their Canadian loans and investments in Canadian securities at April 30 last was about \$68,000,000, as against \$19,000,000 at May 31, 1913.

LESSENERD EARNING POWER

In connection with this widening of the margin between the banks' Canadian deposits and Canadian loans, the point must be remembered that it is not to the advantage of the banks from the earnings point of view that this should take place. The policy is merely pursued in the interests of the country as a whole and of the solidity of the respective institutions. While the banks recently have been restricting their Canadian loans, they have at the same time been building up a strong position in cash and investments which are equivalent to cash, so that at the present time in fact their reserve position is much stronger than usual. But cash holdings and the reserve investments equivalent to cash have not a large earning power; it is merely the necessity of placing safety before large returns—the necessity of conducting their business on conservative lines—that impels the bankers to this course of action.

Of course, there will always be those who know better than the bankers themselves how to run the banks. But the sober common-sense of the country will be content to leave this matter of policy in the hands of men whose life has been devoted to the study of the problems with which they have to deal, and who have more to lose than anyone else by following a rash or indiscreet course of action. There is not the slightest doubt that the far-sighted and prudent course pursued recently by the Canadian banks, has done much to preserve the equilibrium of Canadian finances and to encourage the continued confidence of investors abroad, while at the same time it will expedite the time of recovery to activity.

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The Chronicle

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GENERAL FINANCIAL SITUATION.

The week has been characterized by outbursts of liquidation in the Montreal and Toronto stock markets, followed by some recoveries. Selling pressure was in evidence in case of Canadian Pacific, Brazilian, and various Canadian industrial stocks; but on the other hand Laurentide, Montreal Power, and one or two others showed considerable strength. The selling of C.P.R. is regarded as something of a mystery, inasmuch as recent developments in connection with the company's affairs cannot be regarded as unfavorable—as a matter of fact the developments have been of a nature to restore public confidence in this issue. The western crops are coming along in the best possible manner, and the verdict of the Commission appointed to enquire into the Empress of Ireland disaster exonerates the C.P.R. from blame. However, it is supposed that much of the selling came from Berlin or other European centres, and perhaps it may be attributed to the peculiarities of the situation overseas.

BRAZILIAN LOAN

The weakness in Brazilian on the other hand is traceable to the postponement of the loan which

the Rothschilds were arranging for the Republic of Brazil. Despatches state that the delay in this loan should not be taken as meaning that the Rothschild's plan has broken down; the explanation is that it did not prove possible to complete the arrangement in time to bring out the issue in the Paris market. It is now said that the flotation will go over to September. As this loan was intended to provide the means of restoring the disturbed finances of the Latin-American Republic to something like order, the postponement is naturally taken as a bear point on the stock of the Canadian Brazilian concern, the profits of which are adversely affected by the continuation of unsettled conditions in its territory. Barcelona, another of the Pearson stocks, has also been under pressure at the same time, this movement doubtless being due to sympathetic action.

It is believed that these occasional spells of liquidation here and in Europe are due in some measure to the spread-out condition of a number of the big financial houses and industrial concerns. The troubles of the Grenfell group in London have made it more difficult for others having large floating liabilities to hang on. Consequently they are obliged from time to time to spill out stocks which have a market in the effort to comply with the demands of their bankers.

CANADIAN SITUATION.

The money situation at the Canadian centres has not changed greatly during the week. There is, however, an entire absence of stringency. Call loans are quoted 5½ to 6 p.c.; and commercial paper is discountable at 6 to 7. There is not much of a demand from the brokers, as the sentiment on the street is not particularly optimistic. The prevailing impression seems to be that while prices are low and a recovery may be seen within a comparatively short time, it is unadvisable at present to enlarge bank loans for speculative purposes. This state of affairs naturally has a tendency in the direction of cheaper money.

LONDON SITUATION

Bank rate in London stands at 3 p.c. In the open market call money is quoted 1½ to 1¾ p.c.; short bills are 2 1-8 p.c.; and three months bills, 2 1-8 to 2¼ p.c. Bank of France rate is 3½, and the Reichsbank at Berlin quotes 4 p.c. In the private market at Paris discounts are 2¾, and at Berlin 2 1-8.

Since the passage of the Home Rule Bill there has been some expectation of political outbreaks in Ireland, but so far they have not materialized, and as the financial market apparently does not anticipate serious trouble it is to be hoped that these differences will be adjusted.

NEW YORK SITUATION

Call loans in New York are steady at 2 to 2¾ p.c., most of the business being at the higher quota-

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tion. Time loans are a little stronger; 60 days, 2½ p.c.; 90 days, 3 p.c.; six months, 4 p.c.

In their Saturday statement the clearing house institutions at New York showed a further loss of reserve strength. Banks and trust companies combined reported cash loss of \$13,200,000, loan contraction of \$27,200,000, and decrease in surplus reserve, \$3,000,000. With this loss the surplus drops to \$7,577,000, as compared with over \$52,000,000 on June 6, a little over a month ago. In case of the banks alone the loss of cash amounted to \$15,400,000 as against a loan contraction of \$24,690,000—the net result being a drop of \$5,300,000 in the surplus.

As the crop moving season is practically at hand in case of the winter wheat, and less than six weeks away in case of the spring wheat this state of affairs (the New York bank surplus down to \$5,000,000) would under ordinary circumstances occasion considerable anxiety to Wall Street. This year, however, no concern is apparently felt. Everybody has confidence that the paternalistic Secretary of the Treasury will come to the rescue with the hoarded millions lying in the Government vaults. His intention last year was to prevent any of the funds going to New York. This year, Wall Street is apparently calmly using its funds for other purposes and leaving much of the task of financing the crops to the benignant official at Washington. Wall Street has been interested this week in the decision of the Court of Appeals in regard to the Union Pacific melon. The Equitable Life Assurance Society sued for an injunction restraining the railway company from making its distribution of Baltimore and Ohio stock. The appeal has been denied and presumably the \$80,000,000 will be distributed at the beginning of next week.

FACTORY MUTUALS REDUCE DIVIDENDS.

The factory mutuals insurance companies have made heavy reductions in their dividends as a result of the Naumkeag fire. The dividends declared on policies expiring July 1, 1914, were obtained and they show sharp cuts, but at that are not nearly as low as stock underwriters expected, and the latter intimate that the factory mutual companies have paid all they could in order that the assured may be kept as contented as possible.

The dividends declared are as follows:

	Dividend Before.	Dividend After.
Manufacturers'	92%	80%
Rhode Island	92%	80%
Boston Manufacturers	95%	67%
Firemen's	96%	75%
State	92%	80%
Worcester	94%	65%
Arkwright	92%	65%
Blackstone	93%	80%
Fall River	95%	74%
Mechanics'	92%	80%
Paper Mill	90%	60%
	93%	73.2%

The heavy impairment of the surpluses of some

of the factory mutual insurance companies has in all probability reduced their writing power so decidedly that the legal maximum of 10 per cent. of the policyholders' surplus on a single risk will fall far below the sums they are now chancing in many single buildings of important plants.

For example, the following table will contrast the Naumkeag Mills loss with the surpluses of the various factory mutual companies:

Companies—	Amount of loss.	Surplus Dec. 31, 1913.	Naumkeag loss to surplus.
Manufacturers'	\$200,000	\$ 656,527	30%
Rhode Island	230,000	828,666	28%
Boston Manufacturers	800,000	1,048,718	76%
Firemen's	373,763	1,065,392	35%
State	290,000	995,176	29%
Worcester	283,931	366,369	77%
Arkwright	614,749	833,538	74%
Blackstone	168,638	633,883	27%
Fall River	184,000	440,094	42%
Mechanics'	112,000	470,044	22%
Paper Mill	71,466	89,875	80%
Total	\$8,328,547	\$7,428,282	44%

On the above basis the Boston Manufacturers' can now write about \$25,000, the Arkwright about \$22,000, the Worcester about \$8,000 and the Paper Mill about \$2,000 in and on one building. That some of them must have larger sums than these now in force seems beyond doubt, especially in risks noted for great concentration of value, such as some at Lawrence and Lowell, Mass., for example, and the question must be dealt with at the latest when the policies are to be renewed.—*New York Journal of Commerce.*

CIVIL COMMOTION FIRE LOSS.

Our esteemed contemporary, the *Insurance and Financial Gazette*, reports an action brought in Johannesburg by Lindsay & Pirie, of Benoni, against the General Accident, Perth, to recover £5,551 6s. 5d., under policies covering their business premises and contents. The property was destroyed by fire on July 6th, 1913, at the time of the great South African strike. The amount of the loss was admitted. Liability was resisted on the ground that the loss was caused by riot and civil commotion, for which no liability rested on the company, according to the conditions of its policies. At the time of the fire the strike was in full swing, and Benoni was subject to mob law. There is little, if any doubt about it that the stores were deliberately fired. Judgment was given in favour of the company. A curious difference between the law of this country and that of South Africa is, that here the company would have been called on to prove that the loss was caused by riot or civil commotion, whereas in South Africa the onus of proving that the loss did not so occur fell on the insured. Here it is assumed that a man is innocent until he is proved guilty; in South Africa it is the reverse, and in criminal cases a person is assumed to be guilty until proved to be innocent. A correspondent expresses to us the opinion that the Benoni fire was not caused by strikers, but by hooligans, which is very likely, as South Africa swarms with that fraternity. By the strike the destructive element of society was let loose, which, of course, spells riot and civil commotion, and for fire losses so caused insurance companies do not accept liability.

THE ROYAL BANK OF CANADA

INCORPORATED 1869

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Assets \$180,000,000

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

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TRUST FUNDS SHOULD BE DEPOSITED

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Head Office 9th FLOOR, C.P.R. BUILDING, Toronto

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Head Office: TORONTO, Canada.

Incorporated 1855.

PAID UP CAPITAL.....\$5,000,000
RESERVED FUNDS.....\$6,307,272

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INCORPORATED 1832.

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RESERVE FUND.....11,000,000.00
TOTAL ASSETS.....\$6,151,829.99

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Capital Paid Up - - - \$1,000,000.00
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Negotiable in any of the Commercial Cities and Travellers' Resorts through the World.

GEORGE BURN,
General Manager.

LAPSES.

It is a fact that termination of Life Insurance by lapsing of the policies has been reduced within recent years, but that it is far too large even now does not admit of controversy. That there must be a certain percentage of forfeitures goes without saying, owing to the change in the financial condition of so many policyholders following the time when they pay their first premiums. It is also true that one of the great remedies is the taking of due precaution in the first instance, that a policyholder is fitted with a policy suitable to his requirements and is not urged to take a larger amount than he can comfortably carry.

The general improvement in the character of Life Insurance Agents, the growth of Underwriters' Associations, the vast amelioration in the general tone of canvassing, have all gone a long way towards eliminating the "rebater" and the "twister," but the fact still remains that a great many policies are allowed to lapse when the second premium comes round for causes which appear to be entirely inadequate and unnecessary. The insured still needs the insurance, he has the money to pay for the insurance and he does not drop the policy to take insurance somewhere else. Is it because the unselfish and generous impulse which probably prompted him to insure in the first instance, has evaporated in the brief space of twelve months? If this be the chief reason—and it may be—what can the Companies accomplish to overcome this lack of persistency in well-doing? What special inducement can be laid before a man when his second premium falls due (or during the first year of his contract) that shall prevent his dropping the policy upon which he has already paid a substantial premium? We all recognize that a successful solution of this problem would do more to aid in upbuilding the Companies than the alleviation or improvement of any other condition. Merely to state the problem indicates the difficulty of solving it, but it would seem that if one-half of the ingenuity and thought that are given to inventing "frills, fads and fancies" were given to this question some solution might be reached which would prove of the utmost benefit to the insured, to the agents and to the companies.

Co-operative advertising by the Companies might be of advantage—a higher rate of renewal commission on the second premium might stimulate the Agent to give more attention to its collection—or the second premium might be reduced in amount, the reduction being added to the first premium. Let us hope that some day a new Columbus will sail jubilantly into port with a scheme that is workable.

No business in the world can boast of brighter minds or better trained intellects than those possessed by our Actuaries. Will not some one of the number render his name forever illustrious by devising a remedy for the condition we have mentioned in this article?

J. L. KENWAY.

Mr. E. F. Hebden, general manager Merchants Bank of Canada, is at present on a visit to England. His return to Montreal is expected about end of month.

SENIOR FACTORY MUTUALS.

The following letter of the Factory Insurance Association has been sent out to agents and brokers:

Inasmuch as the loss which the senior factory mutuals have experienced at Salem will in itself cause a very heavy reduction in their dividends for at least a year, we call special attention to the advantage of cancellation of mutual contracts, even though such cancellation be made at short rates.

Such a course is entirely justified for the following reasons:

First—In spite of printed statements to the contrary, the mutual companies are liable to conflagration hazard. This is proven by the Salem fire, and many other cities can be pointed out where the factory mutual companies are carrying heavy liability in conflagration or congested districts.

Second—The high dividend which the mutual companies practically claimed to guarantee, will not be maintained.

Third—The ordinary losses for the year may further reduce the dividends, while another heavy loss, due to failure of private protection or conflagration, might even necessitate an assessment.

A sufficient number of calculations have been made at various mutual rates and with various conservatively estimated dividend returns to satisfy us that if mutual policies which have run, say, six months are cancelled and the business placed with the Factory Insurance Association a saving of about 50 per cent. will be effected. If mutual policies have run less than six months the advantage will be greater, while even though mutual policies have run nine months a large saving would still be made. The cancellation of three-year old mutual contracts will result similarly to the advantage of the assured. We shall be glad to assist you in figuring the saving to be made in any particular case.

The Factory Insurance Association is in a position to offer not only the strongest indemnity at lowest cost positively guaranteed advance for a term of years, but also to render the highest grade of regular inspection service with the added feature of special supervision by immediately sending a representative when water is shut off or connections broken or repairs are being made. This Salem fire is the best possible illustration of the advantage of stock insurance with its guaranteed flat net rate as compared to the mutual fluctuating cost. This office is ready to give prompt attention to applications for inspection of mutual risks with the idea of suggesting rate at which business will be written.

DIVIDENDS DECLARED.

Montreal Power—Regular quarterly 2½ per cent., payable August 15th, to stock of record July 31st.

Kaministiquia Power—Regular 1½ per cent., payable August 15th.

Brazilian Traction—Regular quarterly 1½ per cent., payable August 20th.

Dominion Bridge—Regular quarterly 2 per cent., payable August 15th to shareholders of record July 31st.

The Bank of England rate was continued yesterday at 3 per cent.

National Trust Co.,

LIMITED

CAPITAL	\$1,500,000
RESERVE	1,500,000

Acts as executor and trustee under will.
Administers real estate.
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THE EASTERN TRUST CO.

CAPITAL PAID UP AND RESERVE \$1,210,000

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London, England					

Subscribed Capital	\$2,500,000
Paid-up Capital	\$2,167,570
Reserve and Undivided Profits	\$ 874,412

Acts as executor, trustee, guardian, transfer agent,
trustee for bond holders, agent for the investment of
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Paid-up Capital,	2,920,000
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Special Reserve Fund	517,900

MONEY TO LOAN ON REAL ESTATE AND
SURETY VALUES OF LIFE POLICIES.

30 St. James St., Montreal

RATE MAKING IN FIRE INSURANCE.

Mr. S. Epstein, Commissioner of Insurance, State of Colorado, in a statement published in *Insurance Report*, says:

Fire insurance men frequently assert that state officials do not, and cannot, understand the question of rate making; and, indeed, that no one can understand it who has not devoted all his life to the business. My own limited experience rather confirms this statement. I have made an effort to understand the question of rate making in fire insurance and have not been successful. Were the legislature of Colorado to pass a law requiring the Commissioner to revise the rates in this state I do not see how I could do this, either wisely or well. To be perfectly frank, I suspect that the company executives do not understand the rate making question either. In fact, some of them have admitted as much to me in conversation. They are selling goods before they know what the goods will cost; *i.e.*, they make a rate before the fire occurs, and it is well nigh impossible, on account of our insufficient statistical data, for anyone to do this correctly, be he state official or company executive. Since the rates are based in a measure on guess work, it is impossible to gainsay the assertion that the company executive who has devoted thirty years to the problem is more likely to make a good guess than the state official who has studied the matter only during his brief term of office.

The average citizen looks at fire insurance from a rather narrow point of view. He thinks because he has been paying premiums for twenty years and has never had a fire, that his rate is too high. He does not stop to realize that if every house which is insured, would burn, fire insurance companies would have to go out of business. The entire public sentiment on the question of rates in fire insurance is a most unfortunate one, and is based on unfounded prejudice against insurance companies and on a lack of understanding of the business of insurance.

To my way of thinking, this public antagonism can only be removed by education. It is but a short time since it was announced that Commissioner Done of Utah had resigned in order to take up the publicity and educational work on behalf of the fire insurance companies on the Pacific Coast. Obviously this is the beginning of a great and valuable line of work, *viz.*, the education of the public on the value and the merit of insurance.

The fact of the matter is that even the state is not a sufficiently large unit. The loss ratio in one state may be low and in another state high. Therefore a company operating in both states must base its affairs on the average of the two states instead of the experience of each separate state.

It is therefore obvious that the unit for rates cannot be the town; that the problem is larger than a problem of towns. The unit is not even the state; the problem is larger than a problem of states. The unit is really the Nation, the entire United States.

Of course some modifications, due to the fact that some communities are more hazardous and others less hazardous, come in, but to my mind, this is really a subsidiary qualification and does not affect the main theme, which is that the unit for rates is not the town, nor the city, nor the state; the true unit is the Nation. Other modifications can easily be thought of. For instance, the existence of fire

prevention apparatus, sprinklers, extinguishers, up-to-date electric wiring, etc., entitles the assured to special credits or allowances on his rates. However, proper provision is made for credits to cover all such cases; witness the Dean Schedule, now in force in our own state, and also in about two-thirds of all the United States. But one must not lose sight of the fact that these are minor modifications and in no way negate my main proposition.

Further, I do not think that the time unit should be the year. A company may do very well one year and may do poorly the next year. A company may seem to be accumulating a large surplus and suddenly a Chicago conflagration comes; a Baltimore conflagration; a San Francisco catastrophe; and the seemingly enormous earnings are wiped out in less than a week.

My position, therefore, may be summarized as follows:

For the making of rates, *the unit of area is the Nation and the unit of time should be twenty-five years.*

I trust that you will construe this in a reasonable and not in an extreme way. For example: I do not mean that after there has been a readjustment of rates, a community should wait twenty-five years for another readjustment. What I mean is, that after a certain reasonable lapse of time, say after five years, there might be another readjustment, based on the experience of the preceding twenty-five years.

I realize, of course, that I am treading on dangerous ground to suggest that the prevalent public tendency to demand lower rates is based on a misconception due to the selection of units of area and time which are too small. I presume it is scarcely the part of wisdom for a public officer to open himself to the criticism that he is not siding with the public demand for lower rates. The truth of the matter is that I do not stand for higher rates; I stand for *adequate rates*. Should adequacy require higher rates, let us have higher rates. Should experience prove that a lower rate is adequate, then by all means let us have the lower rate; and that immediately. In taking this position, I believe I am acting for the best public good. I believe that *the prime need in insurance is safety; cheapness is a secondary consideration*. What a man wants to know when he takes a life insurance policy is, first, that his widow and orphans will be paid the face of the policy if he dies; the amount of premium is a secondary consideration. What a man should want to know when he takes a fire insurance policy is that he will receive his indemnity in the event of a fire; the amount of the premium should be a secondary consideration. What a man should want to know when he takes an accident or liability policy is that he will receive indemnity in the event of loss; the premium which he pays should be a secondary consideration. In view, therefore, of the fact that a fire insurance company is always in danger of being wiped out any day by an unexpected conflagration, the prime need for safety is adequate rates, and not low rates.

A very simple illustration of all this is the case of the city of San Francisco. For forty years it had been a very profitable field for fire insurance and suddenly we woke up one morning to find that every company operating in that city had suffered a staggering loss, and that some of the companies were even completely wiped out of existence.

THE CHIEF CONSIDERATION

Is the safety of your money your chief consideration in deciding upon an investment for it? If so, you cannot find a more satisfactory investment than this Corporation's Debentures. To bring them within the reach of the smallest investor, they are issued for sums as small as one hundred dollars. This does not preclude their selection by investors of large sums, large numbers of whom hold them for man thousands of dollars.

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TORONTO, CAN.

TORONTO'S FIRE DEPARTMENT TO BE RE-ORGANIZED.

Toronto's Board of Control has recommended a definite plan contemplating the appointment of a Fire Prevention Commission.

The draft scheme recommended by the Controllers comprises the appointment of a Fire Commission composed of five persons—namely, a representative of the Canadian Fire Underwriters' Association, a representative of the Toronto Fire Prevention Association, the Chief of the Fire Department, the City Architect and the Medical Officer of Health.

In connection with the duties of this tribunal, the Controllers suggest that all inspections to be made by members of the Fire Department be carried out in co-operation with the inspectors of the Medical Health Department and other civic departments.

That it is absolutely necessary to engage only the best applicants for positions in the Fire Department is borne out by the suggestion that the establishment of a drill school is necessary with the necessary erections and equipment to properly carry out drill, with a proposal that the City Architect prepare plans for such a training institute.

Controller Church contended that Fire Chief Thompson should be allowed full power in the making of appointments, and he raised serious objection to the idea of the Medical Health Department co-operating in the fire protection work.

EIGHTH INTERNATIONAL CONGRESS OF ACTUARIES.

The Eighth International Congress of Actuaries will meet in St. Petersburg, Russia, next year. The sessions of the Congress will last from May 31st to June 5th. The following program has been adopted of subjects for papers to be presented.

SUBJECTS TO BE DISCUSSED BY THE CONGRESS.

1. The determination of probabilities and other quantities connected with social assurance. The consideration of a universal system of notation.
2. The scope and limits of the compulsory clauses in assurance contracts.
3. The practical value of select tables.
4. The calculation of mathematical reserves on office premiums.
5. The mortality among persons disabled by accident.
6. The reserve of premiums from the legal, technical and economical points of view. The rights of the policyholders to the reserves against their policies.

SUBJECTS NOT TO BE DISCUSSED BY THE CONGRESS.

7. Possibility of application of the theories of stability of statistical series, of frequency curves and of correlation to actuarial calculations.
8. Comparison between the mortality among the general population of a country and the mortality among assured lives.
9. The evolution of assurance law.
10. New tendencies in ordinary and industrial life insurance.
11. The effect on insurance contracts of dispensations granted on account of public calamities.

Those eligible for membership in the Congress are:

- (a) Representatives of government institutions.

- (b) Representatives of learned societies.

- (c) Members of Permanent Committee of International Congresses of Actuaries.

- (d) Members of the Association for Insurance sciences of institutes of Actuaries and of similar institutions and also persons performing the duties of Actuaries in countries where such institutions do not exist.

- (e) Managers of offices possessing a complete actuarial organization and carrying on life or accident insurance business.

- (f) Persons connected with life or accident insurance matters, who can be of service to the proceedings of the Congress (subject in each case to special permission of the Organizing Committee).

The fee for membership in the Congress is four dollars and members are entitled to assist at the work of the Congress, to take part in the debates and to receive all the publications of the Congress, the price being four dollars.

A programme of entertainments is being prepared by the Organizing Committee for the work of the meetings. The correspondent for the United States and Canada of the Organizing Committee is the Secretary of the Actuarial Society of America, Mr. Robert Henderson, Actuary of the Equitable Life Assurance Society, to whom all inquiries regarding the Congress should be addressed.

THE LOSS OF THE EMPRESS OF IRELAND.

Our contemporary, *Insurance Agent*, commenting on the loss of the Empress of Ireland, says:—

The point which naturally attracts the public attention in a catastrophe of this kind, is the appalling loss of life. And the question is again being asked, and rightly so, as to whether such happenings are a reasonable price to pay for what we term the march of civilization. We do not think so. We think the cause for these disasters may be found quite clearly. They are the result of the craze which seems to have seized upon us for gigantic and palatial steamers, and the unhealthy craving for excessive speed. Nearly half a million insurance which the steamer carried only represents probably half the liability involved, when we consider the lives that were lost. It is not for us to say that the builders of these great passenger-carrying steamships are not sufficiently concerned with providing vessels able to withstand damages from collisions. But it is clear from the evidence given by experts during the inquiry, that in response to what is termed the commercial aspect, the margin of safety is cut too fine. It may be true that to build a more or less absolutely unsinkable ship the space left for cargo and passengers would be so considerably lessened as to bring profits to a vanishing point. But at the same time we cannot agree that the question of the earning capacity for a ship should be the dominating factor. If it is, then the insurance rates must be made to assume a corresponding figure which such risks impose. The dangers attending high speed, or indeed any rate of speed, being maintained during fog, seem to us to be so great as to warrant the ruling that all vessels must lay to at such times. At any rate insurers should have some guarantee before quoting insurance rates that those responsible for the safety of the property and life insured will take every reasonable and necessary precaution.



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 William Molson Macpherson, Esq. Sir Frederick Williams-Taylor
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 TOTAL CASH ASSETS 22,457,415

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 Funds exceed 18,850,000

Including the Fully Subscribed Capital, the resources of the Company amount to \$30,000,000.

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TWISTING IN LIFE INSURANCE.

Some eighteen months ago THE CHRONICLE published an article in which it was suggested that while a considerable improvement, through legislation and otherwise, has been made in Canadian life insurance during recent years, that the twisting evil has not been altogether eliminated as is sometimes suggested. We return to this subject again in view of its importance, and it being the fact also that quiet gossip goes the rounds from time to time of a continuance of the practice.

It has always been maintained by THE CHRONICLE and we continue to take the position, that for the continuance of this practice, both the agents and the companies are equally to blame. The old high pressure methods of the days before the legislative investigations of seven or eight years ago, put a premium on twisting and it could not be considered a matter of surprise if insurance agents who were none too scrupulous made a practice of it. The competitive tactics of the companies in those days and the extraordinary efforts which they made in order to excel each other in big figures of business, gave a cordial invitation and strong encouragement to the practice. Those days have gone, it is to be hoped never to return. But the competition among the companies is still intense. Probably in no other business is the competition between rivals so keen, and the idolatry of big figures has not been entirely eliminated. This fact probably accounts for the large percentage of waste by lapsation which is constantly going on in Canadian life insurance. Last year there was an all-over wastage through lapses and "not taken" policies in Canada of well over 30%, the figure of the Canadian companies' ordinary business alone being 39% and this apart from changes and decreases and surrendered policies which go off the books of the companies for the same causes as those which come under the heading of lapses.

No insurance man is likely to deny that this is an extremely unsatisfactory state of affairs. It is in fact a confession of inefficiency. It indeed shows a public which is none too much convinced of the benefits of life insurance, and is sceptical of its social claims which insurance men are now so strongly putting forward that practically one-third of the energy which is being put into it is wasted and goes for nothing.

While there is more than one cause for the high lapse ratio of Canadian life business, twisting is has certainly something to do with it. The policyholder who has been twisted from one company to another, who has been assured that Codlin is his friend, and not Short, is much more likely to decide eventually that neither of them are worth bothering about than the man who has been let alone with either one or the other. Moreover, even yet some

of the companies by their methods of remunerating agents, seem to put a premium on unprofitable business. It is entirely natural that an agent who is remunerated on a brokerage basis, who finds that he is more appreciated for the volume of new business he writes than for any profits he brings to the company and who is constantly urged on by a system of alternate cajolery and threats, is not likely to bother much about the quality of the business he obtains, so long as it is good enough to pass the medical examiner. If he is to blame for following such a course, the Company is equally to blame for putting it in his power and practically encouraging him to follow it.

At the various little insurance conventions and in the various company journals there is a good deal talked and written about the glorious aspirations, the magnificent social ideals and the practical philanthropic work of life insurance men. If some of the energy that is expended on this "hot air" were devoted to reconsideration of the practical hard facts of Canadian life insurance as they are at the present day, it would be better for the life insurance business in the long run. We might then get down to the point where the conditions which now really encourage the twisting of policies, would be put an end to.

THE VALUE OF CHARACTER.

One of our prominent bankers was told the following by an English Bank manager. A firm, which is now one of the wealthiest in the world in the steel business, had a hard struggle for some years, the founder being a workman whose capital had been saved out of his wages. On calling at his banker's one Saturday, hoping to get about \$4,000 for wage payments, he was asked "to see the Manager,"—an ominous invitation. After a long discussion he was told firmly that no further advance could be made. As the stoppage of the firm would be a very serious event, the manager offered to accompany his customer to interview the most influential member of the Board of Directors, who was a Quaker. On arrival at his office, and the business explained, the director said: "Thou knowest we have had great trouble with thy account, and thou wilt get no more money from the bank." The visitor then left, but the customer was called back for a private word with the old Quaker, and after hearing it he joined the manager with his face beaming with delight, which was explained by his showing the director's personal cheque for \$5,000, which he had advanced without any security, solely from the confidence he felt in the customer's integrity, and business and mechanical skill. His judgment proved sound, the firm from that date entered on a career of great prosperity, and always admitted that the Quaker director's generous help enabled them to turn a critical corner, failing in which would have been utter ruin. We do not ask any bank director to follow the example of Quaker Edward Smith, nor regard the manager's appeal to a director as a desirable course, save in some very grave emergency, but call the attention of young men especially to this incident as a remarkable illustration of the value of a reputation for honor, reliability and capacity. Had the enterprising steel smelter, a man of no education, had a character in the least degree doubtful in these respects, his career would have ended in insolvency on the very eve of making a vast fortune.

COMMERCIAL UNION

ASSURANCE COMPANY LIMITED
of LONDON, England

The largest general Insurance Company in the world,
(As at 31st December 1913)

Capital Fully Subscribed . . .	\$14,750,000
Capital Paid Up	1,475,000
Life Fund, and Special Trust Funds,	69,826,740
Total Annual Income exceeds	42,500,000
Total Funds exceed	124,500,000
Total Fire Losses Paid	164,420,280
Deposit with Dominion Govern- ment	1,077,033

APPLICATIONS FOR AGENCIES SOLICITED
IN UNREPRESENTED DISTRICTS.

Head Office: Canadian Branch:—

**Commercial Union Building,
MONTREAL**

J. McGREGOR,
Manager

W. S. JOPLING,
Assistant Manager

PALATINE

INSURANCE COMPANY LIMITED
of LONDON, England

(As at 31st December 1913)

Capital Fully Paid	\$500,000
Fire Premiums 1912, Net	\$2,498,625
Interest, Net	132,120
Total Income	\$2,630,745
Funds	\$5,400,000
Deposit with Dominion Gov't	\$155,667

*In addition to the above there is the further
guarantee of the Commercial Union Assurance
Company Limited, whose Funds exceed
\$124,500,000*

APPLICATIONS FOR AGENCIES SOLICITED
IN UNREPRESENTED DISTRICTS.

Head Office: Canadian Branch:—

**Commercial Union Building,
MONTREAL**

J. McGREGOR,
Manager

W. S. JOPLING,
Assistant Manager

SUN INSURANCE OFFICE

FOUNDED A.D. 1710.

Head Office:

Threadneedle Street - London, England

The Oldest Insurance Office in the World

Surplus over Capital and all Liabilities exceeds
\$10,000,000

Canadian Branch:

15 Wellington Street East, Toronto, Ont.

H. M. BLACKBURN, Manager. LYMAN ROOT, Assistant Manager.

This Company commenced business in Canada by depositing \$300,000 with the Dominion Government for security of Canadian Policy-holders.

ESTABLISHED 1809

Total Funds Exceed	Canadian Investments Over
\$109,798,258.00	\$9,000,000.00

FIRE AND LIFE

North British and Mercantile

INSURANCE COMPANY

DIRECTORS
CHAS. F. SISE, ESQ. G. N. MONCEL, ESQ.
WM. MCMASTER, ESQ.

Head Office for the Dominion:

80 St. Francois Xavier Street - MONTREAL.

Agents in all the principal Towns in Canada.

RANDALL DAVIDSON, Manager.

— THE —

Continental Reinsurance Syndicate

CAPITAL STOCK

Subscribed	\$10,862,507
Paid Up	2,036,538
Surplus, 1912	1,488,906
Premium and Loss Reserve, \$6,827,138	

General Agents:

BRANDT & FISHER,
22 MÖNCKEBERG-STR., RATHAUS-HÖRN,
HAMBURG, GERMANY.

INSURANCE

Phœnix of Hartford

Company

Total Cash Assets : \$11,404,634.79
Total Losses Paid : 70,700,545.46

J. W. Tatley, Manager.
MONTREAL.

Applications for Agencies Invited.

GOOD CROP PROSPECTS.

Despatches to Dun's Review from branches of R. G. Dun & Company in the leading trade centres of the Dominion of Canada indicate the prevalence of the usual mid-summer quiet, and while at some points it may be slightly more pronounced than a year ago, indications on the whole, are considered fairly favorable.

Favorable crop prospects throughout the far West and Northwest maintain confidence, and while there is not much activity at present, a brisk fall trade is anticipated.

The gross earnings of the Canadian railroads so far reporting for June, show a decrease of 14.8 per cent., as compared with the earnings of the same roads for the corresponding period a year ago.

Commercial failures in the Dominion of Canada this week number thirty-eight as against thirty-seven last week, and twenty-four the same week a year ago.

HOME INSURANCE COMPANY.

The semi-annual statement of the Home Insurance Company shows total assets of \$34,246,171.92, being \$1,106,256.11 more than the January 1, 1914, figures. The securities have advanced \$499,416.60. The trade gain is \$521,725.39. The net surplus January 1, 1914, was \$10,077,019.69. On July 1, 1914, it was \$10,391,671.99, an increase of \$318,652.30. To the reserve for unreported losses \$100,000 has been added and \$50,000 has been added to the reserve for taxes.

The following table shows the trading for the half year:

Premiums first six months 1914.	\$7,741,099.01	
Losses incurred	\$4,292,776.90 (55.46)	
Expenses & taxes (less investment expense).	2,945,837.63	
	19,240.90	
	<hr/>	
	\$2,926,596.73 (37.86)	
		7,219,373.6
Trade gain		\$521,725.39
Increase in unearned reserve.		840,938.00
		<hr/>
Underwriting loss six months.		\$319,212.61

MONTREAL SCHOOL BONDS.

The following tenders were received by the Roman Catholic School Commissioners for \$500,000 4 1/2% 40-year bonds:—

Dominion Securities Corporation.	93.54
Meredith & Co.	92.69
N. W. Harris & Co.	90.9

none of which being considered satisfactory, the bonds were again withdrawn and in the meantime the Board will, we understand, borrow such sums as may be necessary for its purpose.

We think the offer of the Dominion Securities a fairly good one, considering present market conditions; and it must be borne in mind that although the bonds are practically City ones, they are not looked upon by investors in the same way as the City's direct bonds.

The Protestant School Commissioners, we fear, did not act wisely in refusing 95.09 for the entire issue of \$1,000,000, as the difference between that and the upset price of 95.278 was a mere bagatelle.

CITY OF EDMONTON.

In its July number The Municipal Ownership Publishing Co., New York, states as follows:—

The City of Edmonton, Canada, has been generally regarded as a model for cities with municipal ownership aspirations. Recent disclosures, however, go to prove that the city's reputation for success in conducting public utilities has been founded upon faulty bookkeeping. Receipts and expenditures alone have been accounted for, no consideration whatever being given to such matters as interest, deterioration, upkeep, extension, renewals and other important items that are regarded as essential in the accounting of all privately operated utilities. As a result, instead of proving profitable, these utilities have shown deficits for the year 1913 as follows: Street railway system, \$421,000; telephone system, \$101,000; water works, \$100,000; total, \$622,000. And the service, it is alleged, has been both inefficient and inadequate. In discussing the subject the *Edmonton Bulletin* says:

"The news that only one of our four public utilities has been paying its way, and that the other three have among them piled up a debt of more than \$600,000, which the ratepayers of the city are responsible for, will come as something of a shock to the man who has to share the burden. The surprise will be none the more pleasant that the situation is decidedly less favorable than has been generally supposed. The street railway was understood to have run behind something like \$200,000 while the telephone system was last year shown to have a surplus of earnings over charges. These figures, it appears, were illusive, and were arrived at by neglecting the fact that equipment wears out before the bond issue with which it was bought matures. Correcting this miscalculation, the deficit of the street railway system is shown to be more than \$400,000, while the telephone system, instead of a surplus of \$30,000, has a deficit also of \$201,000. The waterworks system also has a shortage of \$100,000.

Commissioner Chalmers of the telephone department is now recommending a substantial increase to the city's telephone charges. He declares that the present rates do not cover the cost of maintenance.

EVERY FIRE A WARNING.

Every fire is a warning of a cause just as a typhoid fever patient is a warning of bad sanitary conditions. When this is recognised more generally there will be more co-operation to stop the fire loss.


Business to-day is done largely on credit, and to have credit there must be confidence. That confidence is largely inspired by a guarantee of fire insurance. No bank would make advances nor a loan company loan its money unless the property which is the basis of the security was protected against fire. The debentures of a city could not be sold unless it were recognized by investors that the city was well built and well protected and was adequately insured. The values of real estate are maintained and the permanence of employment guaranteed by modern fire insurance, and so it can be justly claimed that fire insurance, by giving confidence to the business world, is one of the principal foundation stones upon which the modern commercial fabric has been erected.—*Australian Financial Gazette & Insurance Chronicle.*



**LONDON &
LANCASHIRE
FIRE**
INSURANCE COMPANY
LIMITED

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

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



**LONDON &
LANCASHIRE
GUARANTEE &
ACCIDENT
CO.**

**PERSONAL ACCIDENT
SICKNESS
FIDELITY GUARANTEE**

**PLATE GLASS
AUTOMOBILE
GENERAL LIABILITY**

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

THE YORKSHIRE INSURANCE COMPANY, LIMITED
ESTBD. 1824 YORK, ENGLAND ASSETS EXCEED \$20,000,000

FIRE On every description of property. 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
APPLICATIONS FOR AGENCIES are invited from responsible persons.

CANADIAN DIRECTORS { Hon. G. J. Doherty
G. M. Bosworth, Esq.

Alphouse Racine, Esq.
Alex. L. MacLaurin, Esq.

Canadian Manager,
P. M. WICKHAM, Montreal.

ROYAL EXCHANGE ASSURANCE
Founded A.D. 1720

Losses paid exceed \$235,000,000

Head Office for Canada
Royal Exchange Building
MONTREAL
ARTHUR BARRY, Manager



Correspondence invited from responsible gentlemen in unrepresented districts re fire and casualty agencies

Head Office: Royal Exchange, London

FOUNDED 1792.
**INSURANCE COMPANY OF
NORTH AMERICA**
PHILADELPHIA, PA.

CAPITAL, SURPLUS TO POLICY HOLDERS \$4,000,000.00
ASSETS 8,844,871.95
LOSSES PAID EXCEED 17,816,188.57
159,000,000.00

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

THE LIFE AGENTS' MANUAL - \$3.00
Published by the Chronicle, Montreal

THE LAW UNION & ROCK
INSURANCE CO. LIMITED, LONDON. Founded in 1806
Assets Exceed - \$48,500,000

Over \$10,500,000 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. Accident Dept. J. E. E. DICKSON, Canadian Manager

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	729,957.36	TOTAL FUNDS	7,481,390
NET SURPLUS	202,041.02	NET SURPLUS	1,887,160

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.

CO-INSURANCE CLAUSES.

Few business commonplaces are so often misunderstood as the Co-insurance or Reduced Rate Average Clause—and yet its beneficial character may be made clear by a few words of explanation.

In considering what the object of a Co-insurance or Reduced Rate Average Clause is, it is important to bear in mind two fundamental facts.

First—Insurance is a tax—a tax levied to repair fire waste. In effect each policyholder pays his premium into a fund, which the fire insurance company distributes among such of them as suffer loss by fire. The tax is laid on all to protect those who suffer.

Second—Now, as insurance is a tax, it follows that it should be equitably assessed. There should be no discrimination between individuals owning risks of equal hazard, just as there should be no discrimination by a railroad between different shippers receiving identical service.

The modern and improved method of rating risks is to endeavor to make each individual risk contribute its equitable proportion of the total sum collected for loss payments by rating them under schedules, crediting each risk in detail with its own excellencies and charging it with its own deficiencies; thereby encouraging reduction of fire hazard by reducing rates and discouraging consumption of national wealth by fire by penalizing carelessness. But property owners should understand that without the coinsurance feature any such scientific system of schedule rating is impossible.

SCIENTIFIC RATING.

For instance, a scientific rater makes, under a schedule, a rate of say 1 per cent. on a building worth \$100,000. This is upon the theory that the building will be insured for \$80,000, that it will produce a premium of \$800, and consequently be a loss-paying factor to that extent. Now, if the assured carries only \$40,000 insurance, the building will be a loss-paying factor of only \$400, and the insurance company, in providing a common fund for payment of losses to its policyholders, will, so far as this risk is concerned, be 50 per cent. out of the way in its calculation. This 50 per cent. must be made good by other policyholders if the stability of the company is to be maintained; consequently the average rate which they pay for their insurance must be proportionately increased.

If we suppose that there are twenty such buildings and that on each a different amount of insurance, from say \$25,000 up to \$80,000, is carried it will be readily seen that all calculations as to the rates become hopelessly vitiated. In other words, unless the rater knows what proportion of the value of each risk is to be insured, his rate is purely a guess—not an accurate index or measure of hazard. A rate which is perfectly fair and equitable with a certain known percentage of value insured becomes at once inequitable—too high or too low—when a different percentage is insured.

A parallel exists in the finances of a city. Let us say a city contains property with a taxable value of \$100,000,000 and its municipal expenses per annum are \$1,000,000. If it lay a tax of 1 per cent. and if all property is assessed at its taxable value, its budget of expenses will be covered. If, however, one-half of the tax payers are permitted to reduce the valuation of their property 50 per cent. the city must make a tax levy of 1.33 1-3 per cent.

INSURANCE A TAX PROPOSITION.

Insurance is a tax proposition. The taxes of the government are to cover the expense of running the government. The tax by insurance companies is for the purpose of paying the fire loss. You cannot reduce the assessable values in either case without increasing the rate. In the case of insurance the rate must not only be increased, but the inevitable result is to place an unfair burden upon those property owners who, by carrying a proper amount of insurance, have contributed most liberally to the common fund.

It is a fact that in the fire insurance business on the continent of Europe and in the marine insurance business of the whole world, coinsurance is invariably the foundation stone of the indemnity contract; furthermore, if fire insurance were to be provided by the State or National government, as it is in Germany, there can be no doubt that an assessment would be levied against all property insured in precisely the same manner as all other taxes are levied; that is, upon the full assessable value of the property to be protected. In fact, that is the way the insurance tax is collected in Germany.

One of the largest—if not the largest—property owner in the country is the United States Steel Company. That corporation, it is said, in the days when it carried fire insurance on its property, was unwilling to permit coinsurance clauses in its policies, but when later on it discontinued fire insurance and created a fund for insuring its own properties it promptly adopted the principle of coinsurance by levying an annual assessment—or premium—on each piece of property, based on its full value. That is to say the rate which each piece of property pays to the insurance fund of the United States Steel Corporation is based upon an insurance equal to its full value. The corporation was compelled to adopt this method, for there was no other way by which the cost of insurance could have been fairly distributed among the different properties.

RESULTS OF CO-INSURANCE CLAUSE.

Remember, the co-insurance clause has no effect whatever upon the amount due to the assured in the event of loss, whether such loss be large or small, provided the amount of insurance carried by him equals or exceeds the percentage of the whole value of the property insured which the coinsurance clause requires. So far as the settlement of losses is concerned, the coinsurance clause is of no effect whatever, no matter how little insurance is carried, when the insured property is totally destroyed or when the damage equals or exceeds that percentage of the total value of the property insured which is mentioned in the co-insurance clause forming a part of the policy. In all such cases the assured will be entitled to receive exactly the same amount as though his policy did not contain a co-insurance clause. The co-insurance clause, therefore, becomes a factor only when there is a partial loss, which destroys a smaller percentage of the value of the property insured than that indicated in the co-insurance clause.

That is, when the 80 per cent. coinsurance clause is used, as is commonly the case, it becomes operative in the settlement of losses only when the amount of loss is less than 80 per cent. of the value of the property insured and even then only in case the amount of insurance carried is less than 80 per cent. of the value of the property. In the case of losses which

THE BRITISH AMERICA ASSURANCE COMPANY

Incorporated : 1833.

HEAD OFFICE : TORONTO

Old Reliable Progressive
Assets over - - \$2,300,000.00

Losses paid since organization
over - - \$37,000,000.00

DIRECTORS :

W. R. BROCK, President

W. B. MEIKLE, Vice-President

ROBT. BICKERDIKE, M.P.
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K. R. WOOD

W. B. MEIKLE, General Manager E. F. GARROW, Secretary

THOMAS F. DOBBIN, Resident Manager
MONTREAL

First British Insurance Office Established in Canada, 1804

INTENDING ASSURERS

Should read the "THREE MINUTES" Leaflet
of the

PHOENIX ASSURANCE CO., 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, 1910

(1) A UNIFORM ADDITION of \$85 per \$1,000 was
declared on all classes of Full-Bonus Policies.

(2) A GUARANTEED BONUS was also declared
of \$12.50 per \$1,000 per annum on Full-Bonus Policies
becoming claims by death, and \$17 per \$1,000 per annum
on Endowment Assurances maturing before 31st
December, 1915. These bonuses apply to new as well
as existing policies.

H. B. F. Bingham, R. MacD. Paterson, } Joint
Life Superintendent. J. B. Paterson, } Managers

Agents Wanted



NORWICH UNION
FIRE INSURANCE
SOCIETY LIMITED
Norwich, England

INSURANCE AGAINST:
FIRE ACCIDENT AND SICKNESS
EMPLOYERS' LIABILITY PLATE GLASS

Head Office for Canada TORONTO
Head Office for Province of Quebec, MONTREAL
Agents wanted for the Accident Branch.
JOHN MacEWEN, Superintendent for Quebec.

L'UNION FIRE INSURANCE COMPANY, Limited

Head Office : PARIS, France.

Established 1828

Capital fully subscribed . . . \$ 2,000,000.00
Net Premiums in 1912 5,303,255.00
Total Losses paid to 31st Dec., 1912 86,000,000.00

Canadian Branch :

LEWIS BUILDING 17 ST. JOHN STREET, MONTREAL

Manager for Canada :

MAURICE FERRAND

Established 1864.

New York Underwriters Agency.

A. & J. H. STODDART REGISTERED
100 William Street, NEW YORK

PROVINCIAL AGENTS.

MURPHY, LOVE, HAMILTON
& BASCOM,
Toronto, Ont.
OSLER, HAMMOND & NANTON,
Winnipeg, Man.
ALFRED J. BELL,
Halifax, N.S.
AYRE & SONS, LTD., St. John's, Nfld.

JOHN. WM. MOLSON
& ROBERT Y. HUNTER
Montreal, Que.
WHITE & GALKIN,
St. John, N.B.
EDMUND T. HIGGS,
Charlottetown, P.E.I.

T. D. RICHARDSON, Supt. for Canada, TORONTO

Established

1859

The London Mutual Fire Insurance Co.
of CANADA
ACTIVE AGENTS WANTED
for MONTREAL CITY.

PROVINCE OF QUEBEC BRANCH

W. J. CLEARY, R. de GRANDPRE,
Provincial Manager Inspector
LEWIS BUILDING, 17 St. John Street,
MONTREAL

destroy more than 80 per cent. of the value, the clause would not in any way affect the loss settlement or the amount to be paid to the property owner. For this reason the co-insurance clause is seldom a factor in loss settlements in the case of properties which are not under fire protection, since such properties are usually totally destroyed when once on fire.

Property owners sometimes object to the use of co-insurance or percentage liability clause because in the case of partial losses it puts a penalty upon those insurers who fail to maintain the agreed amount of insurance, but from the foregoing it is evident that the rate was predicated upon a certain percentage of insurance as compared with the value and, therefore, if the assured fails to keep up that amount of insurance it is not unfair for him to be penalized for his failure so to do.

EXAMPLE NO. 1.

80 PER CENT. CO-INSURANCE CLAUSE.

Value of property	\$10,000
Insurance carried	6,000
Insurance required	8,000
Deficiency	2,000
Amount of loss	6,000

APPORTIONMENT.

Company's proportion, 6-8 or	\$ 4,500
Assured's proportion, 2-8 or	1,500
	<hr/>
	\$6,000

100 PER CENT. CO-INSURANCE CLAUSE.

Value of property	\$10,000
Insurance carried	8,000
Insurance required	10,000
Deficiency	2,000
Amount of loss	8,000

APPORTIONMENT.

Company's proportion, 8-10 or	\$ 6,400
Assured's proportion, 2-10 or	1,600
	<hr/>
	\$8,000

EXAMPLE NO. 2.

Value of property	\$10,000
Insurance carried	8,000
Insurance required	8,000
Loss	5,000
Company pays	5,000

BIGGEST GUN IN THE WORLD.

When its breech-locking device has been perfected at Watervliet arsenal, the 16-inch gun, the biggest piece of ordnance in the world, which has just been shipped from Sandy Hook proving grounds, will be practically ready for service on the Panama Canal fortifications. The carriage for this giant gun is now under construction at the Waterdown, Mass., arsenal. It probably will be taken back to Sandy Hook for tests after being mounted and will not be shipped to Panama before next spring.

Some idea may be gotten of the tremendous power of this gun, destined to protect the Pacific entrance to the Panama Canal, by the fact that it is 50 feet long, weighs 142 tons and fires a projectile about six feet long. The projectile itself weighs a ton and is discharged by 665 pounds of powder. It requires eight men to carry the powder charge. This gun has a maximum range of from 22 to 23 miles, or half the distance between New York city and West Point.

SCOTTISH WIDOWS' FUND.

The centenary celebration of the Scottish Widows' Fund takes place next month. Already there has been published an extremely well-written volume to mark the event, being "The Annals of the Scottish Widows' Life Assurance Society, during 100 years, 1815-1914." The work is by the Rt. Hon. Sir Herbert Maxwell, which is at once a guarantee of reliability and literary excellence. Primarily of concern to the Society, whose record it is, there is a great deal of interesting reading matter in it which will be perused by a wider circle. In fact, the book has been so well received that it has been decided to offer it to the public at 5s. 3d. per copy post free, through the publishers, Messrs. C. & E. Layton, of 56, Farringdon Street, E.C. While the volume is a most admirable history of the Scottish Widows' Fund, showing its unbroken progress from the very beginning, it may be taken also to be the history generally of life assurance during the past century, for what has obtained with this great life office has been the experience of other insurance concerns in so far that all were based more or less on the lines of the old Equitable, which was instituted more than 150 years ago. From a small mutual office the Scottish Widows' has steadily and unflinchingly grown until it now ranks as one of the leading and largest of British life institutions. It possesses accumulated funds of £22,000,000. The colossal sums which during its long career it has received and disbursed, show that the founders built up their enterprise on correct lines, being men of determination, integrity, resource and sterling ability. No greater monument could stand to their memory than, for instance, the last annual report and accounts of the office. Men come and go; times and seasons alter. The present officials of the Society have behind them great traditions, and the spirit which they have inherited from the past must fill them with the one great aim and object of leaving the work still better than they found it. One cannot help admiring how faithfully and consistently the pioneers of the Society pursued their uphill work, all of which is described in the fine story told by Sir H. Maxwell; it is a fitting record of the institution's triumphs.

COURT HOLDS LANDLORD RESPONSIBLE FOR INJURIES.

A decision believed to be the first of its kind in the United States was handed down by the Minnesota Supreme Court at Minneapolis recently, awarding damages for injuries sustained in a fire. Mrs. M. E. Wardwell of Minneapolis and Margery McCall of St. Paul were the plaintiffs. They sued Hannah Cameron, owner of the Concord Flats, located in that city, which were destroyed by a fire in which four women lost their lives in 1910.

Suits were based on the allegation that the fire-escapes were insufficient. Mrs. Wardwell received judgment for \$2,713. She went down a fire-escape until she was compelled to jump 20 feet. Her leg was broken. Margery McCall, as administratrix for Jennette Wilford, a little girl who was burned to death, received judgment for \$1,000.

The decisions affirm the finding of the court below and are said to be the first clearly defining the responsibility of a landlord of an apartment building to keep the fire-escapes in proper condition.—*United States Review.*

SIX FACTS

from the 67th ANNUAL REPORT of the Canada Life Assurance Company

In important respects the Company in 1913 excelled its record for any previous year in its history.

1. THE SURPLUS EARNED in 1913 was \$1,709,959.66, exceeding by over \$179,000 the earnings of 1912, and by a much larger amount the earnings of any previous year. The present net surplus is \$6,183,278.39.
2. THE INCOME of \$8,094,885.70 was greater than that of the previous year by \$698,125.96, and the greatest in the Company's history. The rate of interest earned, which had been steadily advancing since 1899, was further improved in 1913. This is an important factor in producing surplus.
3. THE ASSETS were increased by \$3,860,271.32, and now stand at \$52,161,794.81.
4. THE TOTAL ASSURANCES now in force are for \$153,121,363.94, an increase of over \$8,273,000 in the year.
5. THE PAYMENTS TO POLICYHOLDERS in 1913 totalled \$2,878,016.11, an increase of \$415,051.31 over those of 1912. In addition to this, LOANS TO POLICYHOLDERS on security of their policy contracts were made for \$1,692,248.71.
6. THE MORTALITY of the year was again more favorable than the expectation, and this, with a continued LOW EXPENSE RATIO, contributed to the earning of a record surplus.

WANT A BETTER JOB?

The Imperial Life has some splendid openings on its field force for men who can sell life assurance. Energy, persistence, enthusiasm are required. In return we offer liberal agents' contracts, attractive policies and a reputation for properly safeguarding policyholders' interests.

For further particulars, write

THE
IMPERIAL LIFE ASSURANCE COMPANY
Head Office - TORONTO

The Equity Fire Insurance Co. TORONTO, CAN.

WM. GREENWOOD BROWN, General Manager

GENERAL AGENTS:

A. B. Powell, Interim Branch Manager, Montreal	Faulkner & Co., Halifax W. S. Holland, Vancouver.
Brown Clarke Agency, Winnipeg	Geo. A. Lavis, Calgary,
Young & Lorway, Sydney, B.C.	J. M. Queen, St. John, N.B.
McCallum, Hill & Co., Regina.	

The LIFE AGENTS MANUAL, \$3.00
THE CHRONICLE - MONTREAL

YOUR CARD

As a representative of the "Oldest Life Insurance Company in America" will prove your best introduction.

THE MUTUAL LIFE INSURANCE COMPANY OF NEW YORK

Impregnable Strength

Incomparable Dividends

Maximum Benefits

Minimum Net Cost

FOR TERMS TO PRODUCING AGENTS, ADDRESS:

George T. Dexter

2nd VICE PRESIDENT

34 Nassau Street New York, N.Y.

Protect YOUR FAMILY while it is Dependent upon You!

Protect YOURSELF against Dependence on Your Family, in your OLD AGE

HOW?

By securing a "SPECIAL FAMILY POLICY" in

THE NATIONAL LIFE ASSURANCE COMPANY OF CANADA

For particulars, write direct to Head Office—NATIONAL LIFE CHAMBERS, TORONTO.

ALBERT J. RALSTON, Managing Director.

ELIAS ROBERT, President.

F. SPARLING, Secretary

Several good openings for producers.

CANADIAN NORTHERN BONDS.

With return of Finance Minister White from Rye Beach, N.H., the final steps in executing the \$45,000,000 Canadian Northern and the Grand Trunk Pacific \$16,000,000 mortgages guaranteed by the Dominion of Canada by act of Parliament last month are being taken this week.

The Government not only guarantees the bonds as to principal and interest, but also undertakes to pay the interest $4\frac{1}{2}$ per cent. for the first three years adding this to the principal. The \$45,000,000 Canadian Northern bonds are expected to yield \$42,000,000, the sum required to complete the system and it is said here that for the first time Canadian Government guaranteed bonds will be offered in New York as well as in London, although the Grand Trunk Pacific bonds will be offered in London only.

The Government has inserted clauses in the Canadian Northern mortgage, giving it complete control over the time, price and manner of offering the Canadian Northern bonds, the Government taking a mortgage on the entire system and its numerous subsidiaries as security for its endorsement of the securities.

MARYLAND CASUALTY COMPANY.

Mr. John T. Stone, President of the Maryland Casualty Company, makes the announcement that Messrs. Smith, Mackenzie & Hall, Toronto, have been appointed General Agents of the Company for the Province of Ontario.

Mr. MacKenzie was previously manager in Canada for past eleven years. It is further announced that Mr. F. J. Lightbourn, who has been associated with Mr. MacKenzie during the past four years, has been designated by the Company as its Home Office representative for Canada and will be found at present location, 12 Wellington Street East, Toronto. He will co-operate with the General Agents throughout Canada and will continue to have especial charge of the auditing of payrolls under liability policies.

WORKMEN'S COMPENSATION.

Chasing a fellow-workman's hat led to an unsuccessful claim for compensation at the Salford (England) County Court recently. The man explained that he threw down his tools to chase another workman's hat that had blown off. As he stooped to pick up the hat he was struck by a heavy clinker, thrown by the owner of the hat with the object of stopping its progress. He was away from work two months. Mr. Pearson, for the Trafford Park Estates, Ltd., admitted the facts, but urged that the accident did not arise out of the employment. Mr. Collins, solicitor for the workman, contended that he was entitled to compensation because it was for the benefit of the employers that all the workmen should be interrupted as little as possible in their duties, and if the claimant had not stopped the hat it might have blown over a wall and caused much more delay. Judge Mellor, K.C., urged that the workman's injury was purely an accident, for which the employers could not be held liable, and gave an award in their favour.

CROP CONDITIONS IN SASKATCHEWAN.

The crop report of the Saskatchewan Department of Agriculture, based on replies received by telegraph in inquiries as to conditions July 11, states what at the moment justifies the statement that seldom has the crop within one province shown such excellence on the one hand and such poor conditions on the other. Fortunately, the area of crop in which conditions are excellent greatly exceeds that in which they are poor. The outlook at the moment is for 75 per cent. of an average crop. Conditions have been improved recently by a fair general rain on July 11 and a considerable number of local showers. Seldom have the crops been called upon to stand a long period of intense and continuous heat with as few and local rains as have most of the crops in the western and central parts of the province during the period June 30 to July 14. Without the slightest doubt the summer fallow that has been early and deeply plowed and has also received sufficient subsequent cultivation has justified itself once more and will prove to be the sheet anchor of those farmers in the drier districts that had prepared one. In many of the newer districts, of course, settlement is almost too new for this form of preparation to be as general as it must become if agriculture is successfully and permanently practiced in those districts.

FOUR LITTLE DEVILS.

There are four little devils that haunt every salesman. The first little devil is on the job bright and early. He jumps on your shoulder and whispers: "No use trying to see your man before nine-thirty—give him time to open his mail." And if you waver for an instant he straightway devours the front end of your precious morning.

The second little devil gets into the game at midday. "It is now a quarter to twelve," he adroitly suggests; "if you see a man now he will be humpy and will hustle you out, so as not to be late for lunch." If you agree and knock off for lunch yourself, he will tell you that "You won't see your man before two o'clock; he won't be back from lunch."

Early in the afternoon the third little devil appears and whispers: "It's getting dark; you can't start an interview when your man will be tired and inattentive." And before you know it, this third imp will gobble up the other end of your day.

The fourth little devil is perhaps the worst of all. His day is Saturday. "You can't do anything on Saturday," he says, "it's a short day, and no one will have time to listen. And so, without even allowing you to start out, he will swallow up the whole day.

If you don't watch out, these four little devils will steal every hour of all your days. But they're liars—every one.—*Equitable Agency Notes, New York.*

THE LATE MR. E. W. COX.

The remains of the late Mr. W. A. Cox arrived in Toronto on the 11th instant. The funeral took place on the 13th inst. to Mount Pleasant Cemetery and was very largely attended by prominent men. The Canada Life, of which he was President, closed its offices to enable the employees to pay their last tribute of respect to the late head official of the Company.



The Employers' Liability

Assurance Corporation Limited

" " " OF LONDON, ENGLAND " " "

TRANSACTS:

Personal Accident, Health, Liability,
Fidelity Guarantee and Fire Insurance.

Most Liberal Policies Issued

Offices: **MONTREAL, TORONTO**

Managers for Canada, GRIFFIN & WOODLAND.
JOHN JENKINS, Fire Superintendent.

Canadian
Government
Deposit over
\$1,340,000

STANDS FIRST
in the liberality of its Policy Contracts, in financial strength, and in the liberality of its loss settlements

THE CANADA ACCIDENT ASSURANCE COMPANY

HEAD OFFICE: Commercial Union Building, MONTREAL

CAPITAL \$500,000.00

Personal Accident, Sickness, Plate-Glass, Guarantee and Liability Insurance.

Board of Directors:

S. H. EWING, President J. S. N. DOUGALL, Vice-President
HOF. N. CURRY, JAMES MCGREGOR, J. K. OSBORNE, T. H. HUDSON
T. H. HUDSON, Manager.

TORONTO:
Traders Bank Building

VANCOUVER

WINNIPEG

MONTREAL
Merchants Bank Building

FOUNDED 1871

The OCEAN ACCIDENT & GUARANTEE CORPORATION, Limited of LONDON, England

Accident, Health, Employers' Liability, Guarantee and Plate Glass Insurance

UNRIVALLED SECURITY

LIBERAL POLICIES

ASSETS EXCEED - - - \$11,250,000
CLAIMS PAID, over - - - \$45,000,000

Canadian Head Office - - - - - **TORONTO, Ontario**

CHARLES H. NEELY, General Manager for Canada and Newfoundland

The CANADIAN RAILWAY ACCIDENT INSURANCE COMPANY,

112 ST. JAMES STREET, MONTREAL, CANADA

All classes of Personal Accident and Health Insurance, Employers' Liability, Elevator Liability, Teams Liability and Automobile Insurance.

LOWEST RATES CONSISTENT WITH SAFETY.

All Policies Guaranteed by The Liverpool and London and Globe Insurance Co., Limited.

ASSETS OVER FIFTY-SIX MILLION DOLLARS.

INSURANCE AND ARCHITECTURE.

No class does so much to restrict its own sphere of occupation, and therefore to lower its own income resources, as the medical profession, the members of which are most active in promoting such measures as will keep people out of their hands. There are, however, so many ills to which flesh is heir which are beyond human foresight, or control, that the medical faculty find a very wide range for their skill and activity. In some respects the insurance companies have been pursuing a similar policy in bringing so much influence to bear upon the construction of buildings, so as to lower the risks of fire. Were architectural work improved up to the extreme limit of safety in all buildings, the rarity of fires would seriously diminish the insurance business, just as life insurance would suffer if death ever became a casualty, and not a certainty. An incombustible building, an architectural salamander, would never be insured. How far then is it wise for insurance companies to play any part as building reformers. In seeking to promote structural improvements that will reduce fire risks, are they not working against their own interests; as a mere bald theory, such a course seems to be an imprudence, but such a theory assumes the possibility of effecting radical reforms, not only along the whole line of structures of every insurable class, but of so improving the great mass of existing buildings as to seriously reduce their risk of fire. Such a wholesale revolution is not within range of possibility, its probability, therefore, and the effects that would follow, are not worth discussing. The advice to the underwriters to let builders do just as they please, and then rate each building according to its special hazard, and to let city authorities do as they like about having a building law, is, we submit, not wise, as it is not in the interests of insurance companies that recklessness in building should go on without any restraint beyond the fear of having to pay an extra insurance premium.

The fear of extra premiums for defective construction can only be felt when the builder is to be the permanent owner of the structure. A careless or unskillful architect thinks nothing about either the insurance or the building, or other contingencies, after a building is completed. Neither does a mason, bricklayer, carpenter, tinsmith, plumber or gasfitter trouble his brain over the extra premium his bad work will involve, or care one pin about the danger of fire which he is creating by scamped work. To suppose then that the fear of extra premiums being charged owing to imperfect construction will be sufficient to bring about a general improvement in building and architectural methods, so as to lower fire losses, is to suppose what will end in mere supposition, it will never materialize. One of the most cogent reasons why insurance companies should exercise their influence in promoting more skilful architectural and more prudent building methods is this: they have special and exclusive information regarding the numerous sources of danger to buildings of every class, of those peculiar to every area where they operate, and of all the structural conditions that need guarding against. An experienced underwriter knows more about the weak points of a building, knows, as it were, more chinks through which fire dangers come, than does any architect or builder. When a structure is finished, those weak spots are apt to be covered up, and require a fire to reveal them. A physician can make a diagnosis of an applicant

for a life policy so as to judge of his eligibility, but when a building is offered for a fire policy, who is to make such a diagnosis of the woodwork, brick work, plumbing, heat pipes, etc., so as to discover those defects that induce risks of fire or increase them when a fire has commenced? Is it not a more rational course for buildings to be supervised by an inspector when in course of construction, and the plans passed over by an expert, than to have careful examination made of a ruined structure to find out how the fire occurred?

Now, as to the efforts of fire insurance companies to influence municipalities in regard to fire limits, to which objection has been taken. The business of insurance necessitates laws of averages, it is a practical impossibility to assess each risk independently of all other risks. The location of a building is a serious element in considering its value for fire insurance purposes. The enforcement of "fire limit" regulations as to the character of buildings to be allowed within that area results in throwing out a large variety of special risks that render average making of a location nature feasible. If no wooden buildings are placed within a certain area, the average safety of all the others is raised, and they can be more readily rated, and more economically. An insurance company may have a number of good risks in a block where no fire limit restrictions are in force, and, in a few days, those properties may be put in danger by very risky structures being placed near to them. Self protection then demands that underwriters shall do their best to secure such municipal regulations as will help to keep down the danger of wooden and other classes of risky buildings. So far, then, from insurance companies having no call to throw their influence into architectural and building movements, they cannot allow recklessness of construction to go on unchecked without serious peril to their own interests, and neglect of those duties to their policyholders and the public, which are imposed upon them by their special knowledge, wide experience and opportunities of using them for the general welfare of property owners.

CANADIAN PACIFIC RAILWAY.

President Shaughnessy has issued the following statement:—

"After the payment of all fixed charges and dividends, the company entered upon the new fiscal year, July 1st, with thirty-six million dollars in cash, and fourteen million dollars in equipment securities, after having spent upwards of thirty million dollars on railway and steamship construction, for which four per cent. consolidated debenture stock had been authorized, but not offered on the market.

"The end has nearly been reached with all the important works of construction and improvements that were in progress, and only a comparatively small portion of the money in hand will be required for their completion.

"No new works of any magnitude are contemplated at present, and, therefore, no necessity exists for a further issue of capital stock.

"It is not unlikely, however, that the directors will, at the meeting in October, recommend to the shareholders that the authorized ordinary share capital be made to conform to the amount for which the company has legal warrant, so as to provide for the company's future capital requirements as and when they arise."

GRESHAM

Life Assurance Society, Limited
Founded 1848

Funds : FIFTY MILLION DOLLARS

Applications are wanted for Agencies. Liberal commissions would be arranged for Agents and Brokers.

ADDRESS:

ARCH. R. HOWELL,
Manager for Canada,
MONTREAL.

The Imperial Guarantee

AND ACCIDENT INSURANCE CO., OF CANADA

Head Office : 46 King Street W.,

TORONTO, Ont.

A Strong Canadian Company.

ACCIDENT AND SICKNESS INSURANCE
GUARANTEE BONDS

PLATE GLASS AND AUTOMOBILE INSURANCE

E. WILLANS,

General Manager.

FRANK W. COX,

Secretary.

The WATERLOO

Mutual Fire Insurance Co.

ESTABLISHED IN 1863

HEAD OFFICE : WATERLOO, ONT.

TOTAL ASSETS 31st DEC., 1911, \$772,000.00

POLICIES IN FORCE IN WESTERN ONTARIO OVER 20,000

WM. SNIDER, President.

FRANK HAIGHT,

Manager

GEORGE DIEBEL, Vice-President

ARTHUR FOSTER

Inspector

THE EFFICIENT COMPANY

That servant is termed "efficient" who does well the thing he was employed to do. The Mutual Life of Canada, the servant of the Canadian people, has demonstrated its efficiency. It has

Paid to bereaved relatives	\$ 6,190,921
Paid in endowments	3,326,241
Paid in dividends	2,664,077
Paid for surrendered policies	2,077,260
Paid in all	14,258,499
And it holds to guarantee absolutely the payment of future obligations	18,095,939

The Mutual Life Assurance Co.

Of Canada,

WATERLOO - - - - - ONTARIO

Is therefore termed "The Efficient Company."

PROVINCE OF QUEBEC { To Wit :—
CITY OF MONTREAL

IN THE MATTER of the appointment of a Provincial Manager by the **CONTINENTAL LIFE INSURANCE COMPANY, HEAD OFFICE, TORONTO**

GEORGE B. WOODS, President.

CHARLES H. FULLER, Secretary



JOHN P. MUNN, M.D.
PRESIDENT

FINANCE COMMITTEE

CLARENCE H. KELSEY

Pres. The Guaranty and Trust Co.

WILLIAM H. PORTER

Banker

EDWARD TOWNSEND, J.

Pres. Insurance Co. of North America

Good men, whether experienced in life insurance or not, may make direct contracts with this company, for a limited territory if desired, and secure for themselves, in addition to first year's commission, a renewal interest insuring an income for the future. Address the Company at its Home Office, No. 277 Broadway, N. Y.

BRITISH COLONIAL FIRE INSURANCE COMPANY

Office : ROYAL BUILDING, 2 Place d'Armes, - Montreal.

STRONG AS THE STRONGEST
Agents wanted in Unrepresented Districts

President : **HON. C. E. DUBORD**

Director and Secretary : **THEODORE MEUNIER**

Manager : **H. W. THOMSON.**

INSPECTORS.

GAVIN BROWNE, Jr., 51 Yonge Street, Toronto, Ontario.

R. T. BROWN, P. O. Box 849, Regina, Sask.

B. A. CHARLEBOIS, P. O. Box 208, Montreal, Que.

PERSONALS.

Mr. William Mackay, manager for Canada Royal Insurance Company, has returned from an extended trip to the West, where he visited many of the important agencies of the Company. He considers conditions pretty sound in Victoria and Vancouver. The latter city, he thinks, is likely to enjoy more stability, with the departure of many real estate boomers.

Winnipeg, one of the older cities in the West, is also one of the wealthiest, with a large and satisfactory business. Mr. Mackay states that the oil boom in Calgary is attracting considerable attention. He informs us that while there is a slight shrinkage in premiums in the West with collections rather slow, such conditions are temporary, and he feels most optimistic about the future outlook.

* * *

Mr. J. H. Labelle, assistant manager Royal Insurance Company, sails to-morrow from New York per S.S. *Noordam* for Rotterdam on a two months' holiday. We understand this will be Mr. Labelle's first trip across the briny ocean. During his vacation it is his intention to visit the south of France, Switzerland, and other places abroad before visiting England, where he will see the Head Office officials at Liverpool. He will also visit the London office.

In Canada, Mr. Labelle is well known as one of the most hardworking underwriters among the insurance fraternity, and we trust his well-earned holiday will be a most enjoyable one.

* * *

Mr. Maurice Ferrand, manager for Canada L'Union Fire Insurance Company, who has been visiting agencies of his Company in the West for some weeks, is expected in Montreal early next month.

* * *

Mr. T. L. Morrissey, Manager for Canada Union Assurance Society, who has been in the Old Country for some weeks, is expected in Montreal first week in August.

Organized

1863

1833

Assets

\$8,020,276.62

Surplus to Policyholders

\$3,615,126.66

Applications for Agencies invited.

Canadian Head Office
MONTREAL

J. W. BINNIE Manager

WANTED.

To manage a Branch Insurance Office, young man with good knowledge of Insurance business. Must have appearance, personality and energy. Excellent opening and good salary, with first-rate prospects offered to really suitable man. Apply in first instance (stating age and enclosing photograph, which will be returned; also give full details of past experience. All applications will be treated in strict confidence.

X.Y.Z., c/o The Chronicle,
Montreal.

WANTED.

Appointment as Superintendent of Agencies or Chief Clerk of a Tariff or Non-Tariff Fire Insurance Company, by one who controls several good agents and a fair amount of business in Montreal and Province.

Address, S.A., c/o The Chronicle,
Montreal.

Traffic Returns.

CANADIAN PACIFIC RAILWAY.				
Year to date.	1912.	1913.	1914.	Decrease
June 30...	\$59,342,000	\$64,332,000	\$52,967,000	\$11,425,000
Week ending	1912.	1913.	1914.	Decrease
July 7....	\$2,571,000	\$2,700,000	\$2,343,000	\$357,000

GRAND TRUNK RAILWAY.				
Year to date.	1912.	1913.	1914.	Decrease
June 30...	\$23,855,411	\$27,138,193	\$24,664,083	\$2,174,110
Week ending	1912.	1913.	1914.	Decrease
June 7....	\$83,931	1,114,348	996,040	118,308
" 14....	1,051,171	1,143,971	1,000,639	143,332
" 21....	1,066,726	1,166,394	1,042,646	123,748
" 30....	1,55,647	1,623,828	1,504,361	119,467
July 7....	1,012,051	1,087,463	1,048,366	39,457

CANADIAN NORTHERN RAILWAY.				
Year to date.	1912.	1913.	1914.	Decrease
June 30...	\$9,203,900	\$10,739,900	\$9,335,700	\$1,404,200
Week ending	1912.	1913.	1914.	Decrease
July 7....	\$391,900	\$432,700	\$362,000	70,700

TWIN CITY RAPID TRANSIT COMPANY.				
Year to date.	1912.	1913.	1914.	Increase
June 30...	\$ 87,004	\$4,188,880	\$4,46,940	\$ 80, 60
Week ending	1912.	1913.	1914.	Increase
June 7....	155,165	169,745	181,373	11,628
" 14....	160,700	172,863	182,152	9,281
" 21....	156,464	181,948	18,576	3,628
" 31....	207,495	222,054	232,838	10,784

HAVANA ELECTRIC RAILWAY COMPANY				
Week ending	1913.	1914.	Increase	
July 5.....	56,480	56,068	Dec. 412	
" 12.....	54,931	54,606	" 325	

DULUTH SUPERIOR TRACTION CO.				
Week ending	1912.	1913.	1914.	Increase
June 7....	\$22,079	\$24,493	\$25,050	2557
" 14....	22,409	25,433	26,124	691
" 21....	22,659	25,684	25,468	Dec. 216
" 30....	30,127	33,339	33,408	9
July 7....	....	29,163	29,861	698

DETROIT UNITED RAILWAY.				
Week ending	1912.	1913.	1914.	Decrease
May 7....	\$203,667	\$29,753	\$223,133	\$16,620
" 14....	195,977	238,104	221,628	16,471

CANADIAN BANK CLEARINGS.

	Week ending July 16, 1914	Week ending July 9, 1914	Week ending July 3, 1913	Week ending July 10, 1912
Montreal...	\$56,940,260	\$67,294,030	\$48,811,798	\$60,657,295
Toronto....	43,341,914	51,173,947	36,538,605	44,073,78
Ottawa....	3,876,286	4,714,976	3,514,542	4,714,975

MONEY RATES.

	To-day	Last Week	A Year Ago
Call money in Montreal...	54-64%	54-64%	6-64%
" Toronto...	54-64%	54-64%	6-64%
" " New York...	2-23%	2-21%	2-1%
" " London...	2-23%	2-2%	21-3%
Bank of England rate.....	3%	3%	4 1/2%

STOCK AND BOND LIST, Continued

BONDS	Closing Quotations		Rate p.c. of Interest per annum	Amount outstanding.	When Interest due.	Where Interest payable	Date of Maturity.	REMARKS
	Asks	Bids						
Bell Telephone Co.....	99½	..	5	\$3,649,000	1st Oct. 1st Apl	Bk. of Montreal, Mtl.	April 1st, 1925	
Can. Car & Fdy.....	105	104	6	3,500,000	1st June 1st Dec.	.....	Dec. 1st, 1939	Red. at 110 aft. Nov. '19 or in pt. aft. Nov. '11
Can. Converters.....	88	..	6	474,000	1st June 1st Dec.	.....	Dec. 1st, 1926	
Can. Cement Co.....	95½	95	6½	5,000,000	1st Apl. 1st Oct.	" "	Oct. 21st, 1929	Redeemable at 110
Dominion Coal Co.....	100	99½	5	6,300,000	1st May 1st Nov.	" "	April 1st, 1940	Red. at 105 and Int. after May 1st, 191
Dom. Iron & Steel Co...	85	..	4	7,332,000	1st Jan. 1st July	Bk. of Montreal, Mtl	July 1st, 1929	
Dom. Tex. Sers. "A"....	101	99	4	758,500	1 March 1 Sept.	Royal Trust Co. Mtl.	March 1st, 192	5 Redeemable at 110 and Interest.
" " "B".....	100½	100½	6	1,000,000	"	" "	"	Redeemable at par after 5 years
" " "C".....	..	99½	6	1,000,000	"	" "	"	Red. at 105 and Interest
" " "D".....	..	99	..	450,000	"	" "	"	"
Havana Electric Railway ..	..	..	5	7,824,731	1st Feb. 1st Aug.	52 Broadway, N.Y.	Feb. 1st, 1912	Redeemable at 110
Halifax Tram.....	..	..	5	600,000	1st Jan. 1st July	Bk. of Montreal, Mtl.	Jan. 1st, 1916	
Keewatin Mill Co.....	100	..	6	750,000	1st March 1 Sept.	Royal Trust Co., Mtl.	Sept. 1st, 1916	Redeemable at 110
Lake of the Woods Mill Co ..	103	..	6	1,900,000	1st. June 1st Dec.	Merchants Bank of Canada, Montreal..	June 1st, 1932	
laurentide Paper Co....	..	..	6	947,305	2 Jan. 2 July	Bk. of Montreal, Mtl.	Jan. 2nd, 1920	
Mexican Electric L. Co. . . .	..	..	5	5,778,600	1st Jan. 1st July	" "	July 1st, 1935	
Mex. L't & Power Co. . . .	..	..	5	11,724,500	1st Feb. 1st Aug.	" "	Feb. 1st, 1933	
Montreal L. & Pow. Co..	97½	97	4½	6,787,000	1st Jan. 1st July	" "	Jan. 1st, 1932	Red. at 105 and Int. after 1912
Montreal Street Ry. Co. . .	100	4½	4½	1,500,000	1st May 1st Nov.	" "	May 1st, 1932	
Ogilvie Flour Mills Co. . .	107	6	6	1,750,000	1st June 1st Dec.	Bk. of Montreal, Mtl.	July 1st, 1932	Redeemable at 105 and Interest
Penmans	95	90	5	2,000,000	1st May 1st Nov.	Bk. of M., Mtl. & L.N.	Nov. 1st, 1926	Redeemable at 110 after Nov. 1, 1911
Price Bros	80	78	6	833,000	1st June 1st Dec.	.....	June 1st, 1925	
Quebec Ry. L. & P. Co. . .	..	50	5	4,866,666	1st June 1st Dec.	.....	June 1st, 1929	
Rio Janeiro.....	..	..	5	25,000,000	1 Jan. 1 July	.....	Jan. 1st, 1935	
Sao Paulo.....	..	..	5	6,000,000	1st June 1st Dec.	C. B. of C. London.	June 1st, 1929	
Toronto & York Radial..	..	..	5	1,620,000	1 July 1st Jan	Nat. Trust Co. Tor	Feb. 1st, 1919	
Winnipeg Electric	102	101	5	1,000,000	1st Apl. 1st Oct	Bk. of Montreal, Mtl.	Jan. 1st, 1927	
West India Electric.....	..	..	5	4,000,000	2 Jan. 2nd July	" "	Jan. 1st 1935	
				600,000	1st Jan. 1st July	.....	1929	

Montreal Tramways Company
SUBURBAN TIME TABLE, 1914

Lachine :

From Post Office—
10 min. service 5.40 a.m. to 8.00 a.m. 10 min. service 4 p.m. to 7.10 p.m.
20 " " 8.00 " 4 p.m. 20 " " 7.10 p.m. to 12.00 mid.

From Lachine—
20 min. service 5.30 a.m. to 5.50 a.m. 10 min. service 4 p.m. to 8.00 p.m.
10 " " 5.50 " 9.00 " 20 " " 8.00 p.m. to 12.10 a.m.
20 " " 9.00 " 4 p.m. Extra last car at 12.50 a.m.

Sault aux Recollet and St. Vincent de Paul :

From St. Denis to St. Vincent—
10 min. service 5.20 a.m. to 6.00 a.m. 30 min. service 8.00 p.m. to 11.30 p.m.
10 " " 6.00 " 8.00 " Car to Hendersons only 12.00 mid.
10 " " 8.00 " 4.00 p.m. Car to St. Vincent 12.40 a.m.
10 " " 4.00 p.m. to 8.00 "

From St. Vincent to St. Denis—
20 min. service 5.50 a.m. to 8.30 a.m. 30 min. service 8.30 p.m. to 12.00 mid.
10 " " 6.30 " 8.30 " Car from Hendersons 12.20 a.m.
20 " " 8.30 " 4.30 p.m. Car from St. Vincent 1.10 a.m.
10 " " 4.30 p.m. to 8.30 "

Cartierville :

From Snowdon's Junction— 20 min. service 5.20 a.m. to 10.40 p.m.
40 " " 10.40 p.m. to 12.00 mid.
From Cartierville— 20 min. service 5.40 a.m. to 11.00 p.m.
40 " " 11.00 p.m. to 12.20 mid.

Mountain :

From Park Avenue and Mount Royal—
20 min. service 5.40 a.m. to 12.00 midnight
From Victoria Avenue—
20 min. service 5.50 a.m. to 12.30 midnight
From Victoria Avenue to Snowdon,—
10 minutes service 5.50 a.m. to 8.50 p.m.

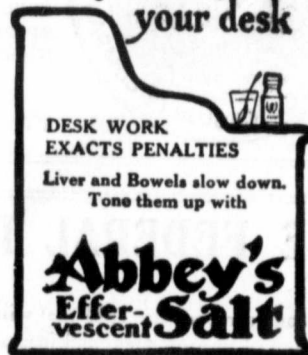
Bout de l'Île :

20 min. service 5.00 a.m. to 9.00 p.m.
50 " " 9.00 p.m. to 12.00 midnight

Tetraultville :

15 min. service 5.00 a.m. to 6.30 p.m.

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made a record for 1913 that will be hard to surpass. The Annual Report just issued showed improvement and increase in every item of the Company's operations. One of the most gratifying was that the Total General Expenditure WAS LESS THAN IN EITHER 1912 OR 1911, despite a large increase in business in force and new business written. The percentage of General Expenses to Premium Income showed the large decrease of 2.2 per cent. An Agency with this Company would therefore be desirable.

—Write—

C. L. SWEENEY, Provincial Manager for Quebec, 180 St. James Street, Montreal.