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Banking, Insurance and Finance

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THE GENERAL FINANCIAL SITUATION

The New York *Journal of Commerce*, the distinction of whose editorial columns is well known and appreciated in Canada, published an editorial the other day under the heading "British Imperial Disintegration," which may be fittingly discussed in this column on account of its economic and financial suggestions. The theme of this editorial is the disposition that has arisen, as a result of the war, in each of the self governing Dominions, and is now well known to claim for each Dominion an increasing measure of freedom in the guidance of its destiny, particularly in regard to international affairs. Hitherto, says the American writer, the development of the British Empire has been kept back by a small-minded parochial policy of the component parts, by lack of imperial organization and co-operation. When the six nations of a great British Commonwealth assume equal responsibilities for the welfare of the whole, immigration and emigration, transportation by land and water, the opening and settlement of the vast empty spaces of the Empire, and the question of inter-imperial trade must be settled imperially not parochially. The British Dominions have developed slowly because money has been too cheap, taxes too low and life too easy. Their assumption of a proportionate share of the British war debt would probably act as a stimulus to exertion, and would certainly reveal the necessity of a more diligent use of their opportunities for the creation of wealth. These are probably eventualities not contemplated by the sticklers for equality of national status within the Empire, but they are quite inseparable from any such consummation.

The trouble with this kind of pretty argument is that it ignores the simple fact that the development of the British Empire does not follow logical lines, a fact which constantly leads outside observers to wrong conclusions. The development of the British Empire never has been logical and, we suppose, never will be developed logically except occasionally, simply because in times of crisis men and nations act on other motives than those which are merely logical. Moreover, there is a considerable doubt whether the New York Journal has got

its premises correct in the present case. It is decidedly not true in the case of Canada that development has been slow because money has been too cheap, taxes too low and life too easy. Taxes here were low up to the time of the war, but money was not cheap nor life easy to the great majority of Canadians. It would be nearer the mark to say, that the relatively slow development of Canada in comparison with our neighbors to the south, is partly due to geographical and climatic conditions, and partly to fidelity, to the British idea. If at the time of Confederation, Canada had thrown in its lot with the States, or as most Canadians would put it, sold its soul for a mess of pottage, it is a practical certainty that its economic development at the present time would be considerably further advanced than it is. Again, had Canada, if such a thing were conceivable, seen fit to secede from the British Empire in 1914 and seek the shelter of the States, our war burdens in both men and money would have been considerably lightened. In neither case was a small-minded parochial policy followed.

With the premises thus far wrong, it is not surprising to find a somewhat far fetched conclusion arrived at. So far as Canada is concerned, assumption of any part of the war debt of Great Britain is out of the question, for the reason that Canada, in carrying her war debt of two thousand millions, is carrying her share of the war debt of the British Commonwealth. Is the New York writer unaware of this fact? Canadians may be excused for exhibiting a certain amount of impatience with lectures from the United States in "parochial policies," in view of the wretched exhibition of ultra-parochial selfishness which our neighbors to the south have been displaying to the world at intervals during recent years. We can assure them that the vast majority of Canadians are not afraid of any new responsibilities, financial or otherwise, which any change in status as a result of the war, may have given Canada. With the argument for necessity of co-operative action regarding transportation, etc., there may be agreement, but in fact, whether the future development of the Empire is on logical lines in these matters

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The Chronicle

Banking, Insurance and Finance

Established 1881.

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MONTREAL, FRIDAY, NOVEMBER 12th, 1920

(Continued from front Page)

or not, our neighbors can rest assured that Canada's fidelity to the British idea rests on much deeper foundations than any matters of co-operative economic development, desirable as these may be, and that in any future crisis, Canada's action will spring from those deeper foundations and not from considerations of logical expediency. When Americans have got hold of that idea, they may begin to understand Canadians: until they do get hold of it, they will continue to blunder about us as if we were at the ends of the earth instead of their nearest neighbors.

A descent in Stock Exchange values locally, which has not been paralleled since July 1914, marked the week end, and in the early part of the present week, prices of a number of the leading industrial and other securities reached new low levels for the year. On Monday evening, it was reported that an arrangement had been come to whereby the banks would release a certain amount of funds for the support of certain standard securities, regarding which it was feared the public confidence would soon be shaken. Obviously, however, an arrangement of this kind was not designed to stop a further purging of speculative securities, and it was not apparent from the trend of Tuesday's prices that the move had much effect, although the comparative steadiness of the public utilities group of securities in circumstances of the most trying character is notable. The present break has been of course, precipitated by the slump in Atlantic Sugar, following developments in the local sugar situation, which may be briefly summarized as "every man for himself and the devil take the hindmost." Dame rumour has it that a falling out among the executive personnel of the refineries had something considerable to do with this week's events. Apart from this, there seems little doubt that the losses actually being sustained by the refineries are sufficient to account for a perpendicular landslide in the Company's stocks, although other causes may also have had a hand in this week's happenings.

With regard to the slump generally, the principal thing to remember about a headlong descent in

values is that the process has not necessarily any relation to real values. It is no doubt partly a discounting of losses, either immediate or prospective, following the industrial reaction now in process. But a good many other considerations also enter into it—tight money, the correction of an over-extended speculative position, the cumulative effect of forced selling by weakly margined holders, and apparently, also, some short selling. It is the habit of the Stock Exchanges always to overdo things, either one way or the other, and it is probable enough that before bottom is reached in the present shake out, or series of shake outs, prices will have been brought to levels much below real values as represented by earning power. So far as the paper stocks are concerned, for instance, there is no evidence that the prices of the Companies products are yet to share in the general decline of commodity prices. There are some indications that a price will be fixed for paper for the next quarter, which will be at least as high as the contract price for the present quarter, and somewhat higher than several of the Canadian companies are now getting on old contracts. But, as has been said, in times like this the Stock Exchanges pay little attention to real values, and he would be a bold prophet who would venture to assert that the bottom of prices has yet been reached.

The market in bonds continues quiet. Steady trading in the various Victory Loans is reported, and there are some expectations that the demand for these will increase as funds are withdrawn from business. The bond dealers are principally concerned with sales in the United States, where on account of the rate of exchange, Canadian bonds of high grade can be made to cost an extremely attractive figure from the interest point of view. But this business in the aggregate does not reach very large proportions, and the general report of the bond houses is that the business is dull.

The surprising Republican victory in the United States presidential election was not followed on this occasion by a jubilant exhibition in Wall Street: in fact, extreme weakness in industrial stocks was the first phenomenon after Senator Harding's success. That the election had anything to do with this is not very likely. The outlook in the United States is remarked upon by competent observers as being an extremely complex one at the present time. While the downward adjustment of prices and curtailment of output have proceeded rapidly in many departments of business, there have been signs of recovery elsewhere. The steel market, that barometer of industry, is confused by the fact that one-half of the industry, represented by the "independent" companies is reducing its artificially high prices and finding little new busi-



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(Continued from page 1221)

ness in the process, while the other half represented by the Steel Corporation, is able to maintain a firm market and may possibly find a fresh influx of orders before the question of prices becomes a practical consideration. It is therefore not easy to determine just what signs will make their appearance to indicate that, if the commodity markets are not yet ready for a general upward movement, they are at least approaching the end of the decline.

Industrial and Commercial Situation

The prospect of a further decline in commodity prices continues to favour conservative buying. Other factors in determining this attitude are the publicity given to the Tariff Commission's investigations, the gradual elimination of government control from the marketing of important manufactured and domestic products, and the feverish movements of foreign exchange. On the other hand there are some reassuring factors. Immigration continues to increase, the greater number coming from British territory. Meanwhile United States farmers continue to take up holdings in Western Canada, where land values are firm with a decidedly upward tendency, as is also the case in Eastern Canada.

The marketing of the cereal crops during the early part of October was delayed somewhat by declining prices and a shortage of railway cars. Holders of live stock who were favoured with good fodder crops deferred shipments pending an improvement in market conditions, but in spite of this an average number of cattle found its way to the markets. Terminal and country elevators are congested with grain, the holders anticipating an advance in prices. Under such conditions the current obligations of farmers and country storekeepers have not been liquidated as promptly as expected. This situation creates a strain upon the available supply of credit. In certain extensive areas in the West, there has been an accumulation of farmers' obligations for seed grain, current liabilities, and mortgage arrears caused by a series of bad harvests. Fortunately the threshing returns in most of these districts indicate satisfactory crops this season.

Producers of cattle, grain, and orchard and garden products have been handicapped this year by inability to obtain a sufficient supply of containers and by the inadequacy of transportation facilities. On the other hand, producer and consumer are being brought into closer contact by the use of the automotive vehicle, which, when applied

to productive purposes, becomes a valuable economic asset. To a certain extent in the neighbourhood of the larger cities, direct contact has been established between the producer and the consumer by the motor car, and in this way a market has been brought right to the farmer's door. So also in the West, the use of the motor tractor has greatly lessened the difficulties incident to the scarcity of labour.

An additional number of industries report the necessity of reducing their scale of operations on account of the volume of orders received being less than anticipated and, in some cases, on account of cancellations. The tendency to diminish production, however, is not wide-spread. In the pulp and paper, textile and metal trades activity continues.

—*Canadian Bank of Commerce Monthly Letter.*

Canadian Chartered Banks Have Nearly 5000 Branches

The number of branches of Canadian Chartered banks open on 31st August, 1920, were 4,819 as compared with 3,226 open on 31st July, 1914, indicating an increase of 1,593 new branches during the past six years. This large increase is an evidence of the efforts being made by the banks to accommodate the public.

Moral Hazard Increasing

With the prices of various commodities seriously reduced, and with cancellations of orders being received, without opportunity for resale of goods except at large price concessions, there is created a temptation to convert goods into money by means of fire insurance. If the companies are to avoid unduly heavy losses, they must use great care and judgment in relation to lines already on their books, as well as in connection with new writings.

Much Property Under-Insured

With costs of buildings as these are at present, losses when they occur are very heavy, and it is the height of folly for any property owner to rely on policies effected five or six years ago.

While it is admitted that increases in fire premiums in Canada are large, notwithstanding this fact, it will be found that a large amount of property is under-insured, and if owners generally get the real facts into their heads, it is certain that still larger incomes will result in every office doing fire business.

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THE MOLSONS BANK STATEMENT

The Molsons Bank, in the fiscal year ended 30th September last, enjoyed twelve months of prosperity, and satisfactory expansion. The operating field of the bank was extended by the opening of twelve new branches, as indicating the progressive policy of the management.

The profits for the year amount to \$822,718, as compared with \$818,802 in the preceding year. With the balance \$275,435, brought forward from the previous year, there was available for distribution \$1,098,153, which has been appropriated as follows:—Dividends \$480,000, Dominion Government taxes \$70,000, Officers Pension Fund \$25,061 and Charity Fund \$5,000. These allocations having been met, a balance of Profit and Loss is carried forward of no less than \$518,092.66. The Assets of the Molsons Bank stand at \$93,210,954 as compared with \$94,513,102, a decrease of about \$1,300,000, which is no doubt due to the Banks position to meet the present changing conditions following the abnormal state of affairs, which prevailed during the war. It may be noted, however, that the assets are about \$16,000,000 greater than those recorded two years ago. Non interest bearing deposits at \$11,707,237 are about the same as the preceding year. Interest earning deposits show a substantial increase of nearly \$4,000,000 and amount to \$55,037,581. On the Assets side of the account, holdings of specie and legals stand at \$6,791,740 and the deposit in the Central Gold Reserves is reported at \$2,000,000.

The most striking change this year is the large decrease in Dominion and Municipal securities, over \$11,000,000, and on the other side the decrease of over \$5,000,000 in the amount owing to the Dominion Government. Last year's figures were exceptionally large, owing to the Government requirements just prior to the issue of the last Victory Loan and the reduction is mainly due to the paying off of Dominion and British Government loans.

Call and short loans in Canada amount to \$7,839,278, other current loans and discounts in Canada total \$51,636,475. These two amounts combined indicate an increase of well over \$8,000,000.

The excellent statement is a great tribute to the general manager's able direction of the affairs of an institution that for so many years has taken a prominent share in the task of providing for the financial requirements of Canada's commercial community.

The President, Mr. Wm. Molson Macpherson in the course of his address to the shareholders said:—

"The deposits of the Canadian public in the chartered banks of Canada show an increase for the year of \$70,000,000, but the bank loans in Canada have increased by \$360,000,000. This justifies the banks in their present policy in restricting loans

You are doubtless aware that for the past four or five years the Canadian banks have supplied their customers with the necessary funds to conduct their business with little, if any, increase in discount rates, and our customers at the present time are discounting their bills at lower rates than can be obtained in Great Britain or the United States. We are sure that the Canadian public must value the steady money market they have enjoyed all through these troublesome times.

The period of falling prices has begun and provided the drop is gradual and not violent our people should be able to meet the changing conditions without difficulty. Most of our manufacturing and trading firms have prospered so well during the past few years that they are in a good financial condition to meet a period of readjustment without embarrassment.

While the farmer may have to be content with a smaller price for his produce this year, the very bountiful crops all over the country should give him as great a return in money as last year. The extraordinary advance in the markets of the world in the price of pulp and paper is altogether to the advantage of Canada.

Exchange on New York still runs heavily against Canada and exchange on London greatly against Great Britain. As England has been in the past the largest market for our exports, the fall in the value of the pound sterling as represented in Canadian dollars has made it more difficult to sell in England. The balance of trade, which a year ago was running in our favor, has now turned against Canada, the year ending 30th September showing \$80,000,000 excess imports over exports as against \$383,000,000 excess exports over imports last year. Until there is a better balance between imports and exports exchange rates will be abnormal.

Canada needs more population, most of which must come through immigration. This should be carefully selected and no better means of getting a good class of immigrants can be found than the recommendation of those who know the country and advise their friends and acquaintances to move here. In this connection the visits of the British Press Congress and of the Chambers of Commerce of the Empire should be most helpful. Our visitors during the year included leaders of industry, commerce and letters in Great Britain, India, Australia and the other colonies, many of whom visited points all over Canada. All the speakers expressed their pleasure at the wonderful development seen throughout the country and we feel sure on returning home will speak well of its prospects.

The Government very wisely has increased taxation until it is apparently now sufficient to meet the national outlay without necessitating the issue of new loans.

Commercial Union Assurance Company Limited

of London, England

as at 31st Dec., 1919.

Capital Fully Subscribed.	\$14,750,000	Total Annual Income exceeds.	\$75,000,000
Capital Paid Up.	7,375,000	Life Fund, Etc.	99,147,565
Deposit with Dominion Gov't.	1,416,333	Total Funds exceed.	209,000,000

Palatine Insurance Company Limited

of London, England

as at 31st Dec., 1919.

Capital Fully Paid	\$1,000,000	Total Income	\$4,145,585
Fire Premiums 1919.	3,957,650	Funds.	6,826,795
Interest Net.	187,935	Deposit with Dominion Gov't.	365,567

N.B.—In addition to the above there is the further guarantee of the Commercial Union Assurance Company Limited, whose Funds exceed \$209 000,000.

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Vice-President and Managing Director: J. E. CLEMENT

CALEDONIAN INSURANCE COMPANY

Mr. Charles H. Post who has been United States manager of the Caledonian Insurance for the past 28 years, returned from a visit to the home office at Edinburgh, Scotland last week. Owing to war conditions, seven years had elapsed since his last visit to Edinburgh, and he found many changes. Mr. Post states, that with the exception of the West End Secretary in London, there is not now a director or officer of the Company who was with it when Mr. Post became United States manager twenty-eight years ago.

Mr. Post found the company in a flourishing condition and the officers optimistic as to its future. It is entering various countries where it has not done business in the past, and, in keeping with this policy of expansion, Mr. Post was given to understand that it desires to add to its facilities in the United States, writing larger lines and increasing its volume of business. He was also informed that more funds will be forthcoming for the Caledonian-American, as the growth of its business requires them.

During his stay at Edinburgh Mr. Post was the guest of honour at a banquet at which nine of the directors of the Company were present, in addition to the general manager, and many other officials of the Company.

In proposing a toast to Mr. Post, the chairman, Mr. Hugh Patten said:—

"Our guest has seen the old established company in good days and in bad days, but I think I may say without contradiction that he never saw it in such a flourishing condition as it is at present. This flourishing condition, if I may say so in the presence of your directors, is almost entirely due to the indefatigable exertions and industry of our esteemed general manager, and managers acting under him in all parts of the world."

The Caledonian has been operating in Canada for nearly forty years and has made considerable progress in recent years, under the management of Mr. John G. Borthwick, who has been continuously in the service of the Caledonian for the past forty years, in various positions.

PROSPERITY, CRIME AND INSURANCE

According to the police authorities of various cities, we may begin to expect the annual fall crime harvest. Already, judging from the number of accounts of robberies creeping into the daily press, and by the briskness of the demand for burglary insurance, the first effects of the harvest are being felt. Unusual prosperity and slack times both breed crime. When a country enjoys the prosperity the United States has enjoyed for the last few years, we find that people with those mental twists which initiate hold-ups, burglaries and the

tapping of tills and the blowing of safes perceive more opportunity for the exercise of their peculiar talents; when wages drop and work is not as easy to find as heretofore, we find yet another type of crook getting busy. It is the belief of the head of the burglary department of a Baltimore company that we have foreign-born residents of the country to blame for much of the crime now existing. He reasons that coming from Europe, where wars and the fruits of war have broken down moral fibre, the new-come alien takes advantage of laxness here to filch what he can. But the decrease from war levels to normal conditions has another effect. It is increasing the moral hazard in fire insurance. Burglary companies and fire underwriters will have to exercise more care in selecting risks than they have heretofore, if they wish to keep the loss ratio down. Even the life companies are feeling the effects of economic changes, for just as the lowering of wages increases the demand for burglary insurance, it affects the demand for life policies and makes the problem of lapses more difficult.—*The Baltimore Underwriter.*

NEW HEALTH RATES

The following rates for health insurance have been endorsed by the Bureau of Personal Accident & Health Underwriters, New York, per \$5 of weekly sickness indemnity under the usual policy forms providing for surgical benefits and hospital fees:

Paying full weekly indemnity for not to exceed fifty-two weeks for total disability, whether confined or non-confined, and 50 per cent for partial disability for not to exceed twenty-six weeks, \$10 for ages 18-50 and \$14 for ages 51-55.

Paying full weekly indemnity for life for total disability, whether confined or not confined, and 50 per cent. for partial indemnity not to exceed twenty-six weeks, \$12 for ages 18-50 and \$17 for ages 51-55.

Paying full weekly indemnity for not to exceed fifty-two weeks for total disability, whether confined or not confined, but no partial indemnity, \$9 for ages 18-50 and \$12 for ages 51-55.

The committee made the further recommendation on rats:

"It is recommended that a medical examination be required in connection with the issuance of all policies paying indemnity for life. For a policy which will pay full amount for total disability while confined to the house and 50 per cent. while not confined with a total limit of fifty-two weeks, no payment for partial disability, and with the usual surgical benefit and hospital fee, the committee recommends a rate of \$8 per \$5 weekly indemnity for ages 18 to 50, inclusive, and a rate of \$11 for ages 51 to 55, inclusive."



THE EMPLOYER'S

Liability Assurance Corporation, Limited

of London England

Transacts
AUTOMOBILE INSURANCE, covering ACCIDENT, PROPERTY DAMAGE, COLLISION,
 FIRE, THEFT and TRANSPORTATION
 Personal Accident, Sickness, Passenger and Freight Elevator,
 Burglary, Mail, Boiler, Plate Glass, Explosion and Fire
 Insurance, Fidelity Guarantee and Contract Bonds..

OFFICES:
 Temple Building, Toronto. Lewis Building Montreal

Charles W. I. Woodland,
 General Manager for Canada and Newfoundland

John Jenkins,
 Fire Manager

Applications for Agencies Invited

Canadian
 Government
 Deposit
\$1,622,000.00

Stands First
 in the
 liberality of its
 Policy contracts,
 in financial strength
 and in the
 liberality of its loss
 settlement.



TRANSACTS:

Personal Accident Automobile
 Sickness Burglary
 Liability (All Kinds) Postal
 Fidelity Guarantees Plate Glass

302 St. James Street, MONTREAL

ROBERT WELCH, General manager

APPLICATIONS FOR DIRECT AGENCIES INVITED.

The Ocean Accident & Guarantee Corporation Limited

AUTOMOBILE INSURANCE

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

The "OCEAN" can meet these requirements under one contract

Branch Office:
 MERCHANTS BANK BLDG.,
 MONTREAL

JOHN W. WETMORE,
 Superintendent.

W. T. PERRY,
 Manager for Canada

Canadian Head Office: Ocean Insurance Bldg., TORONTO

The Dominion of Canada Guarantee & Accident Ins. Co.

**The Oldest and
 Strongest Canadian
 Casualty Company**

TRANSACTS:

ACCIDENT SICKNESS PLATE GLASS
 BURGLARY AUTOMOBILE INSURANCE
 GUARANTEE BONDS FIRE INSURANCE

E. ROBERTS, Manager
 706, Lewis Building, MONTREAL

C. A. WITHERS, General Manager
 TORONTO

Branches: WINNIPEG CALGARY VANCOUVER

EVEN FIRE STATIONS BURN

A fire destroyed the St. Lambert, P.Q. fire station on the 9th instant, together with all its fire-fighting apparatus and three horses. Twenty-four hours after the catastrophe, the Montreal Gazette published the statement that the town of St. Lambert is in a better position to cope with conflagrations than it has ever been, this very gratifying situation being due to the action of the cities of Westmount and Montreal, in supplying hose waggons, ladder trucks and hose.

In the mean time it is hoped that no very severe test will be thrust upon the St. Lambert Fire Brigade in the way of a conflagration, even with the very great advantage of its present position, as stated by the Gazette.

Investigations in connection with the fire are sure to follow, as they usually do under such circumstances. While the investigators are operating, would it not be well to extend investigations to several other towns in Quebec Province, and draw the attention of municipal authorities in such towns to the burning of the St. Lambert fire station? There might be a moral.

The Tokio Marine and Fire Insurance Company Limited

The Tokio Marine and Fire Insurance Company Limited having made the necessary arrangements for the transaction of fire insurance (tariff) in Canada, has appointed Mr. Geo. W. Pacaud, Montreal, chief agent for the Dominion. The Company is in excellent repute, and is known as one of the big companies of the world. The last financial statement available shows capital paid up \$3,750,000, total assets \$49,623,262, and a net surplus of \$39,097,570. The Tokio was organized in 1879, and operates practically all over the world.

HALIFAX NEEDS WATER

It is well to treat the water supply as seriously deficient—this quoted from the report of an engineer who has recently made a survey of conditions in Halifax. The daily consumption of water is three times the actual needs of the city and is largely due to waste and leaky mains. With this abnormal consumption the capacity of the supply mains is taxed to the limit for domestic purposes alone. In as much as part of the supply line is over 60 years old, and the combined capacity of the two Low Services is not sufficient to deliver the required fire flow with even a normal rate of consumption, expert engineers made some important recommendations as far back as 1916. It was urged that a new supply line be laid from Lower Chain Lake to the city, so connected that it could serve either the high or low services. But

this important and expert advice passed unheeded, and to-day the city is facing a serious situation. True, a metering system is being installed, by which the consumption will be somewhat reduced; but this will not bring the fire flow up to standard or even nearly standard. The presence of considerable 4 inch pipe in the grid iron and the wood stove joints in the old mains produces additional weaknesses. To-day, an ordinary fire, taxes the water supply to the limit, and at a recent fire, a number of streams had to be cut off because the fire engines exhausted the capacity of the mains.

Halifax has been fortunate in not yet meeting a combination of adverse circumstances. For instance if the city had to cope with two simultaneous fires necessitating the use of steamers, there would not be sufficient water to meet the situation, and the fire department would be helpless to check what might easily develop into a conflagration. A city so structurally weak and possessing the inherent hazard of a congested frame water front, needs to be doubly sure of a reliable and strong water supply. Coupled with the deficient fire flow is an unreliable fire alarm system. The fact that the apparatus is housed in a fire-trap is in itself enough to condemn the system. Its removal to a fireproof building has been repeatedly urged. Why it still remains in a small overcrowded room in the city hall, appears to centre around the personal whims of the official in charge, who has accupied the same quarters for 25 years, and whose vision has been narrowed down to the four walls of his office.

Halifax needs to show some signs of improvement along fire protection lines or insurance companies will think twice before buying liability at the present low rates. The snappy fire department with its showy new equipment only tends to create a feeling of false security. Halifax needs water and needs it badly.

An Agent's and Broker's Company, writing all
Lines of Casualty Insurance and Guarantee

ROYAL INDEMNITY COMPANY

CHARLES H. HOLLAND, President

CANADIAN OFFICES:

MONTREAL
Royal Insurance Bldg.
RICHARD J. BOND,
Supt. for Canada

TORONTO
Royal Insurance Bldg.
JULIAN H. FERGUSON
Supt. for Ontario

Improved Disability Provision

Claim may be made as soon as disability occurs—no probationary period.

Payments begin immediately on approval of claim—no probationary period.

Monthly payments, lifelong, conditioned on permanence of disability.

Immediate waiver of future premiums—no waiting until next anniversary.

Full amount of insurance paid when insured dies, without deduction for disability payments or for premiums waived.

This new disability provision brings the service of America's oldest legal reserve life insurance company still closer to the needs of the insuring public.

For terms to producing Agents address

**The Mutual Life Insurance Company
OF NEW YORK**

34 NASSAU STREET, NEW YORK

GENERAL

**ACCIDENT FIRE AND LIFE
ASSURANCE CORPORATION LIMITED
OF PERTH, SCOTLAND**

Total security to Policyholders now exceed - \$12,000,000

PELEG HOWLAND, Esq.

Chairman Advisory Board

T. H. HALL

Manager for Canada.

JUDSON G. LEE

General Agent Montreal.

THE

**London Assurance
CORPORATION**

OF ENGLAND

INCORPORATED BY ROYAL CHARTER A.D. 1720

CAPITAL PAID UP - \$ 3,711,375
TOTAL ASSETS EXCEED 12,500,000

Head Office for Canada, MONTREAL.

W. KENNEDY, W. B. COLLEY, Joint Managers.

Employers' Liability

Manufacturers—Contractors—Merchants

The Workmen's Compensation Act imposes upon you serious obligations respecting your liability for injuries or death suffered by your employees by reason of or in course of their work.

The Provident Assurance Company issues, at reasonable cost, an Employers' Liability Policy that provides complete indemnity against all liability imposed by law upon the assured for injuries to his employees, including all legal expenses.

The Provident Assurance Company

150 St. James Street, Montreal. Tel. Main 1626-7.
J. C. Gagne, Managing Director

ATLAS

ASSURANCE COMPANY LIMITED

Founded in the Reign of George III

Subscribed Capital \$11,000,000
Capital Paid Up 1,320,000
Additional Funds 25,198,206

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

Head Office for Canada:

260 St. James Street, MONTREAL.

R. R. MARTIN Manager

Established 1884

**Queensland Insurance Co. Limited
of Sydney, N. S. W.**

Capital Paid Up \$1,750,000 Assets \$4,015,811

Agents Wanted in Unrepresented Districts

Managers for Canada:

Montreal Agencies Limited, Montreal



Assets:
\$3,687,274.25

Surplus:
\$10,846,031.00

Canadian Head Office:
MONTREAL

J. W. BINNIE, Manager

L'UNION

FIRE INSURANCE COMPANY, Limited

Established 1826 Head Office: PARIS, France.

Capital fully subscribed . . \$2,000,000.00

50 per cent. paid-up.

Fire and General Reserve Funds 8,270,000.00

Available Balance from Profit

and Loss Account. 55,891.00

Net Premiums in 1919. 8,648,669.00

Total Losses paid to 31 Dec.,

1919. 104,500,000.00

Canadian Branch:

LEWIS BUILDING, 17 St. John St. Montreal

Manager for Canada: MAURICE FERRAND

COMPENSATION COMMISSIONS

Brokers Favor Limits

Very significant action has been taken by the Brokers' Association of Massachusetts regarding commissions for the procuring of compensation risks. The association stands for limited commissions, and has passed a resolution to that effect. The association proposes to study the matter further and then deal with the subject directly through the legislature. The resolution passed by the brokers follows:

"Resolved, That it be the sense of the Insurance Brokers Association of Massachusetts that the acquisition cost of 'compensation' insurance on which the premium exceeds \$50,000 should be cut to 5 per cent., and the brokerage commission on such 'risks' be cut to 2½ per cent., and that on 'risks' where the premium is between \$7,500 and \$50,000, that the total acquisition cost be reduced to 10 per cent., and the rate of brokerage commission on such 'risks' be 5 per cent., it being the consensus of opinion of the Insurance Brokers Association of Massachusetts that this reduction in acquisition and brokerage commission costs will, if applied to reductions in rate of insurance, produce a fair rate of insurance to policyholders in Massachusetts.

"Be it further resolved that a copy of this resolution be submitted to the Insurance Commissioner of Massachusetts."

The position of the association is stated as follows:

This organization takes the position that while a commission which the broker or agent receives from the small premium on a compensation policy hardly pays for the service rendered to either the company or the insured in handling the business, yet on the very large premium policy the commission paid might justly be considered excessive by the various assured of the Commonwealth.

An example of excessive commission was recently called to our attention. In this case a broker,

possibly through political influence, procured the order to place compensation insurance for a large construction corporation, on which policy the premium was one million dollars, and the commission at 10 per cent., or one hundred thousand dollars, would certainly represent a payment greatly in excess of any service which the broker could possibly render the assured or company in that particular case.

With the increased demands of labor legislation and the meeting of these demands to a certain extent from the standpoint of humanitarianism, the burden of payments under compensation insurance have been greatly increased, and the burden of paying premiums correspondingly increased to the insured.

This association therefore suggested as one measure of relief that on the large premium risks the acquisition costs, including the commission to the broker and agent, be radically reduced, and that this saving in cost be given to the assured of the State by way of a reduction in rate, pro rated over the various classifications."

WANTED

An old established Insurance Agency, operating in the City of Vancouver, which has a premium income from select business of \$30,000 per annum, desires to obtain the General Agency of a good, strong, non-tariff company for the Province of British Columbia. Address,

General Agency,

Care The Chronicle, Montreal.

WANTED

Young man, 22 years of age, desires a responsible position with a well established Insurance Brokerage firm or Insurance Company. Six years experience in insurance and banking. Address

B. D.,

Care The Chronicle, Montreal.

Insure in one of Canada's Oldest and Strongest Fire Insurance Companies
Organized in 1862

The Acadia Fire Insurance Company

OF HALIFAX

LIABILITY UNDER ALL ACADIA POLICIES GUARANTEED BY
PHOENIX ASSURANCE COMPANY, LIMITED
OF LONDON

WHOSE ASSETS EXCEED \$98,000,000

MONTREAL AGENCIES, LIMITED

GENERAL AGENTS

MONTREAL TRUST BUILDING, MONTREAL

JAS. D. CHERRY, Manager



Security - - \$46,500,000
ONTARIO AND NORTH WEST BRANCH
 14 Richmond Street, East, TORONTO
PROVINCE OF QUEBEC BRANCH
 146 Notre Dame Street West, MONTREAL



LONDON & LANCASHIRE
 GUARANTEE & ACCIDENT

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

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

Mount Royal Assurance Company

SURPLUS and RESERVES, \$1,416,740.57 TOTAL FUNDS, \$1,708,120.67
TOTAL LOSSES PAID, \$3,180,308.63

Application for Agencies Invited
Head Office - - - MONTREAL
P. J. PERRIN - - - - - Manager

Established in Canada in 1821
 1819 **AETNA (FIRE)** 1920
 HARTFORD, CONN., U.S.A.
Losses Paid over \$183,000,000

J. R. STEWART, Special Agent, 36 Toronto Street, TORONTO, ONTARIO
 R. LONG, Special Agent, 515 Yorkshire Building, VANCOUVER, B. C.

Union Assurance Society, Ltd.
 OF LONDON, ENGLAND
 (Fire Insurance since A.D. 1714)
CANADA BRANCH, MONTREAL.
 T. L. MORRISSEY, Resident Manager.
NORTH WEST BRANCH, WINNIPEG.
 THOS. BRUCE, Branch Manager.
Agencies Throughout the Dominion

EXCELSIOR
INSURANCE LIFE COMPANY
A Strong Canadian Company
 FOR PROTECTION OR INVESTMENT
 BUY EXCELSIOR POLICIES
J. J. Robichaud, Prov. Man., Montreal

The Law Union & Rock
 INSURANCE CO. LIMITED, LONDON. Founded in 1866
Assets Exceed - - - \$50,000,000.00
 Over \$10,000,000 invested in Canada
FIRE and ACCIDENT RISKS accepted.
 Canadian Head Office: 277 Beaver Hall Bldg.
MONTREAL
 Agents wanted in unrepresented towns in Canada.
 W. D. AIKEN, Superintendent, COLIN E. SWORD
 Accident Dept. Canadian Manager.

POSITIONS FOR LIFE INSURANCE MEN. We have a few vacancies, with bright prospects, for live insurance salesmen of good record and proven ability. Every assistance given to enable hard workers to make good. Correspondence confidential. If you want a good position as Agent or District Manager with a progressive Company, apply stating experience and references, to, **W. R. BROWNLEE, Provincial Manager, 180 St. James St., MONTREAL, P.Q**
THE CONTINENTAL LIFE INSURANCE CO.
GEORGE B. WOODS, President TORONTO, Ont. CHAS. H. FULLER, Secretary

Commercial Union Assurance Company Appoints Mr. F.W. Koeckert Assistant Manager for the United States

Mr. Whitney Palache, United States manager of the Commercial Union, announces the appointment of Mr. F. W. Koeckert as assistant manager for the United States, to succeed Mr. Clarence E. Porter, who becomes manager of the Western department on the retirement of Col. H. C. Eddy at the age of 72 years. In referring to the appointment of Mr. Koeckert the *New York Journal of Commerce* says:

In the appointment of Mr. Koeckert as assistant United States manager fire insurance men will be agreed Mr. Palache has made a master stroke. With a magnificent record as a producer of results, Mr. Koeckert takes up this work when he is coming into his prime.

Mr. Koeckert was first vice-president of the American Eagle, Continental and Fidelity Phenix, from which position he resigned a few weeks ago. He is full of driving power and has a thorough knowledge of the business in every branch written by fire companies throughout the country. Mr. Koeckert enjoys in an unusual degree the ability to make men like him and to develop the best there is in them.

The Commercial Union and its affiliated companies has held for many years, a prominent position in the United States, among insurance companies.

Both Mr. Palache and Mr. Koeckert are very aggressive executives. Since Mr. Palache's appointment as United States manager on March 1 there has been extraordinary interest in the Commercial Union group. It was generally understood that the great organization was going to put on more steam, and fire insurance men generally were watching to see what changes would be made. With the exception of several promotions and the

organization of the Southwestern department at Dallas no news of great interest came out of the office until this week. Mr. Palache was laying his plans and preparing for big things to come.

That the companies in the group will begin to forge ahead rapidly after the first of next year, nobody doubts. Mr. Porter's influence will be felt in the western department and it will move faster; the development of the southern business will be more rapid, while from the head office Mr. Palache, assisted by Mr. Koeckert, will be watching every point where the interests of the companies can be advanced.

The *Journal of Commerce* adds:—

No doubt appears to exist that there is going to be a lively race between the Commercial Union group and the North British & Mercantile group. In each case a relatively young and very aggressive man has succeeded a man of advanced years as manager. Manager Shallcross, of the North British, has about a year's start over Manager Palache in getting his ideas into action, but the Commercial Union group has done the larger business in the past, and it is not unlikely that at the end of this year they will be running about neck to neck.

The operating plans of the two groups are quite different. The North British has all its departments centered in New York. The Commercial Union, on the other hand, has already extended the plan of department offices located in the districts supervised. The North British has largely increased the number of its field men, created additional executive positions at the home office and is driving for many of the side lines written by fire insurance companies. There is little doubt that as soon as the changes just announced become effective the Commercial Union will make further additions to its field forces and drive for all classes of business. As both groups are so strong financially and have such prestige a giants' race is looked for.

Guaranteed by Eagle Star and British Dominions Insurance Company, Limited, of London, England.

British Northwestern Fire Insurance Company

HON. EDWARD BROWN
President.

J. H. RIDDEL
Managing Director.

E. C. G. JOHNSON
Secretary.

LEWIS, APEDAILE & HANSON, INC., Lewis Building, MONTREAL.
GENERAL AGENTS. PROVINCE OF QUEBEC.

THE BRITISH AMERICA ASSURANCE COMPANY

Incorporated 1833

Fire, Marine, Hail and Automobile

HEAD OFFICE - - TORONTO

Old Reliable Progressive
ASSETS over \$1,300,000.00
 Losses paid since organization over **\$17,000,000.00**

DIRECTORS:

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 E. Hay
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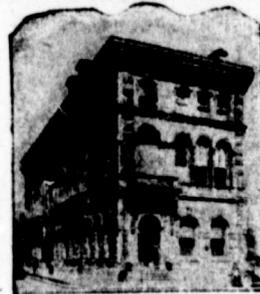
W. B. MEIKLE E. F. GARROW
 Pres. and Gen. Man. Secretary

THOMAS F. DOBBIN, Resident Manager MONTREAL

THE LONDON MUTUAL FIRE INSURANCE COMPANY

ESTABLISHED 1859

Assets \$819,069.05
 Surplus to Policyholders 358,322.48



DIRECTORS:

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 F. D. WILLIAMS Vice-President
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 S. G. M. NESBITT H. N. COWAN
 W. H. HUNTER W. J. WILCOX

HEAD OFFICE - 33 SCOTT ST., TORONTO
 QUEBEC BRANCH OFFICE
W. J. CLEARY,
 Branch Manager
 17 St. John Street. - MONTREAL

NORWICH UNION FIRE INSURANCE SOCIETY, LIMITED

INSURANCE AGAINST

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

AGENTS WANTED FOR THE ACCIDENT BRANCH

Head Office for Canada - - TORONTO

Head Office for Province of Quebec, MONTREAL

P. A. TASKER, Branch Manager.

Established 1864
**New York Underwriters Agency
 A. & J. H. STODDART**

Registered

100 William Street - New York

PROVINCIAL AGENTS

Murphy, Love, Hamilton and Bascom, Toronto
 Murphy, Love, Hamilton and Bascom
 R. Y. Hunter, Resident Partner, Montreal
 Oeler Hammond and Nanton, Winnipeg
 Alfred J. Bell & Co., Halifax, N. S.
 White and Calkin, St. John N.B.
 Robert Dawe, St. John's Nfld.

H. A. JOSELIN, Supt. for Canada TORONTO

THE NORTH EMPIRE FIRE INSURANCE COMPANY

Policies guaranteed by the London Guarantee & Accident Co., Limited, London, Eng.

HEAD OFFICE, PARIS BLDG., WINNIPEG

TORONTO OFFICE, 218 CONFEDERATED LIFE BLDG.

J. E. HOUNSOM, Manager

W. MAYNE McCOMBE, General Agent,
 Canada Life Bldg., Montreal.

Founded
 A.D.
 1710

SUN INSURANCE OFFICE

Head Office: Threadneedle St., London, Eng.

THE OLDEST INSURANCE OFFICE IN THE WORLD

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

LYMAN ROOT
 Manager

CANADIAN FIRE RECORD

Fire at Winnipeg.—On the 10th instant a fire destroyed the leather goods warehouse of Adams Brothers on Market Street, entailing a loss of about \$300,000, stated to be fully covered. The stock of Cassidy, Limited and Jobin-Marrin wholesale grocers, was damaged by water in the basement.

Fire at Montreal.—On the 10th instant, the one-storey wooden frame building of Cohen Brothers, bottle exchange, 109 St. Timothée St. was partially destroyed by fire.

Fire at Montreal.—On the 7th instant a fire occurred in the G.N.W. Telegraph Chambers, 6 St. Sacrament St. Some of the tenants in the building had slight smoke damage. Loss about \$1,500.

Fire at St. Lambert, P.Q.—On the 7th instant a fire occurred on the premises of the South Shore Lumber Co., Notre Dame St. Loss stated to be about \$2,000.

Fire at St. Lambert, P.Q.—On the 9th instant a fire destroyed the Fire Station together with practically all equipment and all the road machinery used during the summer stored in rear of fire station. Insurance on items destroyed about \$10,000, property loss about \$20,000. The following is schedule of insurance on Municipal property. North America, \$20,000; Norwich Union, \$20,000; Liverpool & London & Globe, \$5,000; British Dominions, \$10,000; Rochester Und., \$27,000. Total, \$82,000.

PERILS OF LIGHTNING

If you are out of doors in a very severe electrical storm, the Electrical Experimenter offers the following rules for your protection:

Keep away from wire fences. They may carry a dangerous electrical charge long distances. Cattle in pastures are frequently killed from the neglect of farmers to ground the wire of the fence.

Keep away from hedges, ponds and streams.

Keep away from isolated trees.

Keep away from herds of cattle and crowds of people.

It is safer to sit or lie down in an open field than to stand.

Drivers should dismount and not stay close to their horses.

Do not work with any large metal tool or implement.

If you are indoors:

Keep away from the stove and chimney. The hot gases from the chimney may conduct the lightning to and down the chimney.

Do not take a position between two bodies of metal, as the stove and water pipe, for example. An exception to being near metals is the case of an iron bed. One of the safest places is on a mattress in an iron bed, providing you do not touch the metal. The metal surrounding you makes a safe cage which will prevent the lightning from reaching a person inside.

Do not stand on a wet floor nor draw water from the well or faucet.

Do not stand directly under a chandelier, near a radiator nor on a register.

COLUMBIA

INSURANCE COMPANY OF NEW JERSEY

Annual Statement as of December 31st, 1920

ASSETS

Government and Municipal Bonds . . .	\$ 790,488.00
Railroad and Miscellaneous Bonds . . .	563,890.00
Cash in Banks	175,145.60
Premiums in course of Collection and other Assets	267,431.48

\$1,796,955.08

LIABILITIES

Cash Capital	\$ 400,000.00
Unearned Premium Reserve	390,134.38
Losses in process of adjustment	105,426.82
All other claims	88,000.00

983,561.20

Surplus over all Liabilities **813,393.88**

\$1,796,955.08

**Head Office for Canada
Montreal**

**R. MacD. Paterson
J. B. Paterson**

Joint Managers

A. McBEAN & CO.
GENERAL AGENTS FOR MONTREAL.
LEWIS BUILDING, MONTREAL

UNLICENSED INSURANCE

Ottawa Department Issues Warning to Public

The activities of life insurance companies in the United States, which are seeking business in Canada without securing a license from the Dominion Government and otherwise complying with Government regulations, are the subject of investigation by the Insurance Department here. Such corporations have neither agents nor assets in Canada and solicit business by letter. They are obliged, however, to employ Canadian physicians to examine applicants for insurance. One company at least, it is stated, forwards to the prospect a list of names of medical practitioners whose examinations will

be accepted and also a cheque to cover the physician's fees.

The Insurance Department in a circular just issued points out that a person who inspects risks or does business for an unlicensed company is liable to a fine of not more than fifty dollars and not less than twenty for a first offence and double the amounts for a second. The department believes that physicians making examinations for unlicensed companies under the circumstances mentioned are liable to prosecution for violation of the law. The department also warns the public that insurance placed with unlicensed companies is not protected in Canada as is insurance placed with other companies.



Penniless Old Men

You know many of them—men who in their prime made plenty of money, but who spent as freely as they earned. Old age finds them in a sorry plight.

You can escape their bitter experience if you will. A few dollars saved each year and invested in an Imperial Endowment will provide for your comfort in old age. Or it will take care of your family should death call you early.

Write for a free copy of our very interesting booklet entitled "Penniless Old Men." Address:

THE IMPERIAL LIFE
Assurance Company of Canada
HEAD OFFICE - TORONTO

Copyright 1915

BUSINESS INSURANCE

on the lives of the men who run the business is just as important as fire insurance on the property. Fire is a possibility but death is a certainty.

The ready cash from a Canada Life Business Insurance Policy at such a time will readjust matters and carry on the business as nothing else can do. Ask for particulars.

CANADA LIFE ASSURANCE COMPANY

Home Office - TORONTO

Fire Insurance and the Fishing Industry

Mr. A. Z. DeLong of Vancouver, in a recent address on fire insurance as pertaining to the fishing industry, said in part:—

In speaking of hazards generally found in connection with canneries, that of gasoline particularly comes to our notice. In many canneries gasoline is stored in close proximity to the main plant. This constitutes a severe hazard, with the added possibility of making insurance policies void.

Mostly the gasoline fishing boats and tenders procure their fuel supply from the cannery out of which they operate, which necessitate large quantities being on storage. As those who are in the habit of daily handling this liquid rarely consider it a hazard, where feasible, a separate wharf for the storing and handling of all oils should be erected, or other proper precautions taken for the handling of the same. A point to bear in mind is that metal drums are not sufficient protection and that empty containers should be more carefully handled than full ones, because the danger from these is greater.

Care should be taken, also, in the handling of lacquer. Not more than one day's supply should be kept in the cannery building, and in no case should it be used or handled when any fire or open light is burning in the vicinity.

Precautions to be Taken.

The following precautions and suggestions are brought particularly to your attention:—

All electrical equipment should be properly installed and inspected periodically; metal drip pans should be provided for all bearings; steam pipes should be at least two inches from woodwork and around main steam lines covered with asbestos slag and wrapped; lamp or lantern room for fitting and storing lamps or lanterns should be in a separate building; no smoking should be allowed in buildings, and signs to this effect should be freely posted. If sanitary cans are not used, soldering equipment should be so arranged that any hazard from the same would be eliminated. Woodwork in and around all soldering machines and furnaces should be protected by metal at least two feet on all sides of fire doors, and brought up at the back to meet the brickwork. All pots should have water pans under and same kept filled with water when not in use. Benches should be covered with tin or other metal and should be bent up at least six inches at the back of the bench. Metal stacks from soldering machines or pots should extend to not less than three feet above the apex of the roof and properly protected where passing through or near woodwork.

The blacksmith's forge should be set out from the

wall or other woodwork and floor protected with metal and metal hood provided. Gasoline or naphtha engines should not have their tanks attached to the base of the engine or hung under the wharf or cannery. Supply tank should be buried not less than four feet under ground and not within five feet of any building. The engine should not be used below the grade or first floor of the building, and the gasoline should be forced directly from the tank to the engine by pump. The engine room should be well ventilated at both the floor and ceiling. The plant at all times should be kept clean and a daily inspection of same during the packing season should be instituted for that purpose. All fire fighting apparatus should be given the best of care and always ready for instant use should fire occur.

Canneries having smoke-house in connection therewith should have proper arrangements for taking care of this hazard. If possible, the smoke-house should be of fire resisting construction, and communications, if any, to main building should be protected with standard fire doors. The sill in openings on firing floor should be at least twelve inches in height and a drain should be provided to carry oil drippings away from the plant. Steam jet should be provided for fire protection.

Arrangement of boilers is an important item. They should be properly set and encased in brick. It is preferable to locate boiler house more than twenty-five feet from the main buildings. Metal stack should be at least twelve inches clear from all woodwork and wood floor not nearer than six feet from boiler front. Web or net tarring vats, especially if fire heat is used, introduce a distinct hazard. This should never be attempted in or near the main buildings, nor should freshly tarred or oiled nets be stored in cannery or within one hundred feet thereof. The oiling of nets is a serious hazard and great care should be taken in this regard.

Fire Protection

The question of fire protection is one that enters largely into the matter of your rate. In cannery plants the water supplies would depend largely upon the size of the plant and the surrounding conditions. There should be a good gravity or pump supply. If gravity supply, to be of sufficient capacity to insure the maintenance of the required number of fire streams, with fifty pounds flowing pressure at the nozzle, for a period of at least two hours. If pump supply, the pump should be of not less than 500 gallons per minutes, one of the Underwriters Standard, and should be equipped with automatic regulator, lift to be not more than twelve feet, steam pressure to be not less than fifty pounds, to be maintained for the pump at all

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The **CANADIAN FIRE INSURANCE COMPANY**

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NIAGARA FIRE INSURANCE COMPANY

HEAD OFFICE, NEW YORK

INCORPORATED 1850

Cash Capital

\$1,000,000.00

Net Surplus 31st Dec., 1919

\$3,393,907.58

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W. E. FINDLAY, MANAGER

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Manager for Canada, **ALEXANDER BISSETT**

APPLICATIONS FOR AGENCIES INVITED

times during the operating season. This pump should be located in a detached pump house.

Inside Protection

When it comes to the inside system, supply mains should not be less than four inches in diameter. Standpipes should not be less than 2½ inches. All valves should be two inch and should carry fifty feet of number one two inch linen hose, with one inch smooth nozzle attached to each valve. The Underwriters Standard for a cannery is one inside standpipe for every 5,000 feet of floor area. All of this equipment must be of first grade, in order to pass the Underwriter Standard. Also, in case the standpipe is not practical, one 2½ gallon fire extinguisher for each 2,500 square feet or fraction thereof of floor area, and one cask or barrel with two fire pails attached thereto, for every 2,500 square feet or fraction thereof, on each floor. The underwriters ask that these casks be painted red so as to be made very conspicuous. The capacity should be at least 40 gallons, and in a cold climate forty pounds of common salt should be dissolved in each cask. Two fire pails should be hung with each cask. It is better to have round bottomed pails so they will not be used for ordinary purposes and thus be out of place in an emergency. These pails also should be painted red and marked with the word "fire," so as to insure their use for fire purposes only. They should be placed so that they will be constantly in sight and should never be covered with stock or rubbish. They are best located near exits and stairways. In the case of the extinguishers, regular inspections should be made and the extinguishers should be recharged at least every six months. Suitable tags should be attached to these extinguishers bearing the date of the last inspection, and when they were recharged. All fire protection equipment should be put in charge of the foreman or engineer, who should be held responsible for their condition.

CANADA'S PULP IN NEAR FUTURE

In an address delivered before the American Chemical Society of Detroit recently, Mr. C. Price-Green, Commissioner for the Department of Resources, Canadian National Railways, ably justified Canada's claim for recognition among the nations of the world as a storehouse for national resources.

The lecturer showed concisely and impressively the forest wealth of Canada. The extensive reach of the Canadian National Railways, which taps all of the forest stores, makes for the better development of this commodity.

Canada supplies 55 per cent. of all the pulpwood used in the United States. In British Columbia

there is sufficient pulpwood to supply Canada's needs for 60 years. In 1890 there was exported only \$120 in Canada's pulp and paper industry, now \$250,000,000 is the ever-increasing figure invested. The annual producing is now valued at \$120,000,000, 80 per cent. of which goes to our Southern neighbor.

A comprehensive treatise was then given on the problem of reforestation. It was urged that unless this matter were carefully considered and acted upon within the near future a famine of no mean extent would be inevitable.

THE DECLINE IN BUILDING

The present hesitancy in making capital expenditures is well illustrated by the decline in building construction during September. In that month the permits issued in forty cities in Canada provided for the erection of buildings to cost \$8,299,483, as compared with \$11,880,972 in 1919. This decline has occurred in the face of an improved supply of labour and of material. There is an insistent demand for housing accommodation in a large number of cities and towns which has caused rents to advance sharply. Construction costs, however, are still high, and chiefly for this reason, would-be investors hesitate to build, fearing lest the temporary profits now offered by the rental of dwellings will be succeeded in a year or two by losses due to declines in rents and in the value of buildings, as a result of lower costs of material and labour.

—Canadian Bank of Commerce Monthly Letter.

TRAFFIC RETURNS

Canadian Pacific Railway

Year to date	1918	1919	1920	Increase
Oct.	\$123,632,000	\$139,200,000	\$168,810,000	\$29,511,000
Week ending	1918	1919	1920	Increase
Nov. 7	\$3,487,000			

Grand Trunk Railway

Year to date	1918	1919	1920	Increase
August 31	\$94,408,535	\$90,384,474	\$98,814,030	\$8,429,556
Week ending	1918	1919	1920	Increase
Oct. 7	1,460,738			
Oct. 14	1,433,788	2,148,124	2,557,275	409,149
Oct. 21	1,296,165	2,101,835	2,666,086	564,251
Oct. 31	2,157,396			

Canadian National Railways

Year to date	1918	1919	1920	Increase
Oct. 31	\$63,973,321	\$76,184,936	\$96,538,335	\$19,353,370
Week ending	1918	1919	1920	Increase
Nov. 7	1,717,278			



STRIDING AHEAD

These are wonderful days for life insurance salesmen, particularly North American Life men. Our representatives are placing unprecedented amounts of new business. All 1919 records are being smashed.

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Address E. J. Harvey, Supervisor of Agencies.

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The Sun Life Assurance Company of Canada, with over \$340,000,000 of business in force, has all the advantages that size can bring to a life company.

With assets of over \$97,000,000 and surplus of over \$8,000,000 it has decided strength and safety.

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For information as to contracts, communicate with the nearest Division Office, or with the Company's Head Office in Montreal.

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Head Office: Montreal.

T. B. Macaulay, President



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METROPOLITAN LIFE INSURANCE COMPANY OF NEW YORK

Paid for new business in Canada during 1919.	
Ordinary	\$61,550,000
Industrial	\$33,790,000
Total	\$95,347,111

Largest amount ever issued in Canada by any Company.

Amount of Insurance in force in Canada

December 31, 1919	\$336,193,990
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Largest amount in force in Canada by any Company.

Number of Metropolitan policies held by

Canadians December 31, 1919	1,431,827
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Largest number in force in any Company in Canada.

Investments in Canada exceed	\$57,000,000
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Subscriptions to Victory Loans \$24,137,000

The Company had nearly 1,500 employees in Canada at the end of 1919.

Home Office, 1 Madison Ave., New York City

THE LIFE AGENTS' MANUAL
THE CHRONICLE - MONTREAL