

The Chronicle

Banking, Insurance and Finance

ESTABLISHED JANUARY, 1881

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MONTREAL, OCTOBER 11, 1918

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THE GENERAL FINANCIAL SITUATION

Financial markets in this country are giving a large share of their attention to the forthcoming Victory Loan. It has been intimated that the Minister of Finance wishes to get \$500,000,000 in subscriptions if possible; and that enormous figure will be the mark at which the organizers and canvassers aim. The quiet spell in the bond business, apart from the new war loan, will last for several weeks yet, the services of most of the employees of the bond houses having been commandeered for Victory Loan flotation purposes. It is likely that there will be an accumulation of new bond issues for the dealers to dispose of, after the war loan is placed; and the market in December and January should therefore be fairly lively. Apparently, the very favorable course of military and political events in Europe will be of some benefit to the provinces and municipalities that require to borrow. The rapidly increasing evidences that the war is drawing to a close have already had a tendency to ease off the rates of interest on high class investment securities and probably, when Canada and the United States have successfully disposed of the two great war loans now engaging their attention the effects will be more marked.

So rapidly have events moved in Europe and elsewhere since July that it appears quite within the possibilities that our second Victory Loan will be the last great loan Canada will require to issue under war conditions; and the Americans, too, are reflecting that this fourth Liberty Loan of theirs may be the last issued by the United States Government before peace is concluded. No one can tell with certainty what will be the course of interest rates immediately after the war; but the prevailing impression undoubtedly is that the cessation of Government borrowing on a huge scale should lead to a sharp rise in Government bonds. In other words, the interest return on such bonds may fall. In cases where the price of the bonds has been arbitrarily fixed, as in connection with the first Victory Loan, it is open to question whether the rise would be extensive; but even in that case the improvement in the market position would be pronounced — for the bonds would doubtless maintain themselves without the aid of arbitrary restrictions on trading or other artificial supports. The general body of experienced investors, realizing that this may be the last opportunity of buying Dominion Government bonds at war prices, will be disposed to support the loan to the full extent of their ability.

The bankers are apparently financing the crop movement without difficulty or inconvenience. Owing to the comparative lightness of the yield in Western Canada, the demands on the banks are not as heavy as in other years. On the other hand, the unnatural persistence of the 2 per cent. premium on New York funds indicates that the crop movement has not yet provided any superfluity of export bills for the exchange market. The slow movement of this year's wheat crop is responsible for the recent decrease in Western bank clearings. Last week Winnipeg clearings showed a decrease of \$13,000,000 or nearly 20 per cent. as compared with the same week of 1917. Calgary and Saskatoon also show decreases. With the export movement at its full volume, the Western bank clearings should make a better showing and if we then get payment in American funds for what we ship out, the exchange market should at last begin to respond.

The speculative interest in certain classes of our industrial stocks continues in evidence; but naturally both speculators and investors are turning their attention to the peace stocks. The situation as regards the munition business is somewhat confused and uncertain. On the one hand, we have official statements to the effect that further large British orders will be forthcoming through the Imperial Munitions Board, also that in spite of the desire of American manufacturers to have the war expenditures of their Government distributed at home as much as possible, there will be an increasing volume of United States war orders allotted to Canada. But all this would, of course, be changed in the event of a sudden peace arrangement. No doubt our manufacturers taking the war orders are protected against cancellation, but even so, the cessation of the stream of new orders will necessarily produce great economic changes in certain districts. So far as our industrial companies are concerned most of them are believed to be in great shape for meeting the problems of the transition period. As a general rule, they have followed the advice of bankers and other conservative financiers, and devoted a large part of their war profits to the wiping out of short date indebtedness, and to the upbuilding of reserves against depreciation and for contingencies. In the matter of working capital leading Canadian industrial concerns are stronger than they ever were—many of them showing large balances in cash, high class securities and other immediately available assets. So it is clear that when a company has greatly strengthened its finances, in the

(Continued on page 1053).

BANK OF MONTREAL

ESTABLISHED 100 YEARS (1817-1917)

Capital Paid up, \$16,000,000

Reserve, \$16,000,000

Undivided Profits, \$1,784,979

Total Assets - - - \$426,322,026

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Total Assets (Aug., 1918) - 153,000,000

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New York Agency: 63 & 65 Wall Street

ESTABLISHED - 1875

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DIVIDEND No. 113

NOTICE is hereby given that a dividend at the rate of TWELVE PER CENT, (12 p.c.) per annum upon the paid-up capital Stock of this institution has been declared for the three months ending 31st October, 1918, and that the same will be payable at the Head Office and Branches on and after Wednesday the 1st day of November next.

The transfer books will be closed from the 17th to the 31st October, 1918, both days inclusive.

By order of the Board,

E. HAY,

General Manager.

Toronto, 18th September, 1918.

THE ROYAL BANK OF CANADA

Incorporated 1869

Capital Paid Up, \$14,000,000

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

Head Office, Montreal

520 BRANCHES IN CANADA

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Cor. William & Cedar Sts.

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73 Cornhill, E. C.

Capital Paid Up \$6,000,000
Reserve Fund \$7,000,000

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Montreal Branch:

160 St. James Street, MONTREAL

M. S. BOGERT, Manager.

THE BANK OF TORONTO

Incorporated 1855.

Head Office: TORONTO, Canada

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

Reserved Funds, \$6,555,306

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

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INCORPORATED 1852

Capital - - - \$6,500,000.00

Reserve Fund - - - 12,000,000.00

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THE BANK OF OTTAWA

ESTABLISHED 1874

Capital Paid-Up

\$4,000,000

Rest

\$4,750,000

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The Chronicle

Banking, Insurance and Finance

ESTABLISHED 1881. PUBLISHED EVERY FRIDAY.

F. WILSON SMITH, Proprietor and Managing Editor.

Office:

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10 ST. JOHN STREET, MONTREAL.

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MONTREAL, FRIDAY, OCTOBER 11, 1918

THE GENERAL FINANCIAL SITUATION.

(Continued from Front Page.)

manner above referred to, it can face the prospect of two or three lean years without anxiety. It is not likely that the period of slackness or depression following the war, if one is experienced, will prevail in acute form, for more than three years. Then one must remember that certain of the new industries commenced during the war will be continued after peace returns — the products being also peace products. The shipbuilding industry, with the encouragement to be given by the Dominion Government, will certainly be actively pushed for several years at least. This in turn, would ensure the active operation of the new steel plate industry which the Dominion Steel Corporation is preparing to inaugurate. So, on the whole, it may be the case that Canadian industry will be satisfactorily active after the making of shells and other munitions is discontinued.

New York is engrossed with the flotation of the Liberty Loan, and the money market there is quiet and unchanged. In their Saturday statement the clearing house banks reported a loan increase of \$130,500,000, a decrease of \$11,900,000 in reserve in Federal Reserve Bank; a decrease of \$12,500,000 in net demand deposits—the series of movements resulting in a \$10,000,000 decrease in excess reserve, and bringing it down to \$35,700,000.

CANADIAN BANKS AND POST-BELLUM TRADE

Sir Edward Holden's recent statement in London in explanation and justification of the policy of banking amalgamations and the wide extension of the interests of the great British banking institutions is of some interest to Canada. Briefly, the explanation and justification of these amalgamations, in Sir Edward Holden's judgment, lies, first, in the necessities of after-the-war financing; secondly, in the need to guard London's financial position as an international financial centre, particularly against the competition of the German banks, which are making active preparations, through amalgamations and the development of new financial machinery, to follow the military campaign by a financial one. The latter point is not of primary interest to Canada except in so far as German banking facilities may be used in the future to back German competition with Canadian trade in foreign fields, but Sir Edward Holden's argument regarding the necessities of after-the-war financing is of direct interest to the Dominion.

Sir Edward estimates that for the purposes of changing British plants over from war production to peace production, of bringing up to date other plants which have necessarily been allowed to run down, of purchasing raw materials and of the general improvement of the trade position, banking credits of not less than \$1,500,000,000 will be required. The Canadian banks will be called upon after the war to render proportionately the same services to the Dominion's industry and trade, as is contemplated in the case of the British banks. The demands upon the Canadian banks during the reconstruction period for such purposes as those outlined above, will undoubtedly be large. It is to be remembered that agricultural development alone will by no means solve the problem of Canadian reconstruction. By all accounts, not a very large proportion of returned soldiers are anxious to go on the land. Industry and commerce will need to be developed in Canada alike to ensure satisfactory labor conditions at home, and to take care of our heavy obligations abroad. To that end banking facilities are essential, and there is no reason to suppose that the Canadian banks, which have played their parts so satisfactorily during the war-time period, will be found unprepared to adapt themselves to the new conditions.

One form of adaptation which it is likely will be adopted immediately conditions make it possible, is considerable additions to the banks' paid-up capital a policy which has already been foreshadowed by leading bankers. While between the years 1906 and 1912, the paid-up capital of the banks was increased by nearly \$23,000,000, from \$91,000,000 to \$112,730,000, it has since remained at approximately this level, although in the interval the scope of Canadian banking operations has been immensely increased. Another suggestion, made by Mr. E. L. Pease some months ago, and since then given influential banking support looks to the refinement of the existing banking machinery, in order to meet the needs of the period of reconstruction through the establishment of a bank of re-discount. Whether this suggestion will be eventually crystallized into action remains to be seen. There is ample evidence, however, that Canadian banking executives are giving close attention to the problems which are likely to arise in connection with the period of reconstruction, and that some very interesting developments will be seen, as the banks take up the new work of aiding commercial and industrial expansion under peace conditions.

PLAYING THE GAME

If you fail to Save that you may help Canada bear the burdens of war, and finance the problems of peace you are not playing the game.

Under British standards the man who refuses to "play the game" is regarded with contempt. If in the midst of the present war prosperity, you, who are profiting by it, merely waste, instead of saving, you come under that category.

Save, even though it involves Sacrifice. Such sacrifices should be easy when you think of the sacrifices of life and limb that have been made by the boys "Over There." They have played the game manfully. What about you?

Save! Save! Save that you may Lend—to Canada!

TRAFFIC RETURNS.

Canadian Pacific Railway.				
Year to date	1916	1917	1918	Increase
Aug. 31	\$73,047,000	\$94,523,000	\$94,846,000	\$323,000
Week ending	1916	1917	1918	Increase
Sept. 7	2,679,000	2,666,000	3,053,000	387,000
14	2,728,000	2,691,000	2,915,000	224,000
21	2,779,000	2,964,000	3,114,000	150,000
30	3,660,000	3,631,000	4,210,000	579,000
Grand Trunk Railway.				
Year to date	1916	1917	1918	Increase
Aug. 31	\$32,589,209	\$41,082,168	\$45,714,434	\$4,632,266
Week ending	1916	1917	1918	Increase
Sept. 7	1,276,061	992,615	1,346,556	353,923
14	1,253,629	977,154	1,415,000	437,846
21	1,310,670	1,037,721	1,458,812	421,091
30	1,796,466	1,455,133	2,126,177	671,044
Canadian Northern Railway.				
Year to date	1916	1917	1918	Increase
Aug. 31	\$19,907,600	\$26,871,300	\$28,264,500	\$1,393,200
Week ending	1916	1917	1918	Increase
Sept. 7	708,900	715,800	901,000	185,200
14	668,000	751,300	873,900	122,600
21	726,000	770,200	916,100	145,900
30	1,085,000	1,104,400	1,359,900	255,500

HOW TO COLLECT THE FIRST PREMIUM

It is good business to secure payment of the first premium as soon as the application has been signed. It saves time, and it minimizes the chances of competition creeping in, or of the applicant backing out of taking the policy. A prospect's hand will go more naturally to his pocket or cheque book right after he has signed the application than at any other time.

Our new Interim Receipt attached to the bottom of our latest application form makes it more easy to collect the first premium. The receipt provides that:

"The Assurance, subject to the terms and conditions of the policy, shall take effect as of the date of the medical examination for this policy, provided the applicant is on that date, in the opinion of the Company's authorized officers at Toronto, an insurable risk under its rules, and the application is otherwise acceptable on the plan and for the amount, and at the rate of premium applied for; otherwise the amount paid hereon shall be repaid to the applicant on return of this receipt."

Say to your prospect: "Shall I make out this receipt for the settlement of the premium?" or, "Do you want to give me a cheque for the premium?" or better still, as advised by one of our \$100,000 club members who collects his first premium with the application, pull out a blank Canada Life counter cheque and, assuming that the premium is going to be paid immediately, ask the applicant: "What bank do you keep your account in so that I can fill in this cheque for the premium?"—Canada Life News Bulletin.

"The Home Bank Monthly"

The Editor of "The Home Bank Monthly" will be pleased to send the current issues of the publication, post paid, on application.

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The Home Bank of Canada
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BANK OF HAMILTON

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

Sir John Hendrie, K.C.M.G., C.V.O., J. P. Bell,
President Gen. Manager

To practice self-denial now, and do without the unnecessary luxury, is unusually profitable, because the money saved will buy more when prices again become normal. Open a savings account with the Bank of Hamilton.

227 McGill Street,
Montreal

R. L. Ellis,
Manager

ESTABLISHED 1873

THE

Standard Bank

of CANADA

QUARTERLY DIVIDEND NOTICE

No. 112

NOTICE is hereby given that a Dividend at the rate of THIRTEEN PER CENT PER ANNUM upon the Capital Stock of this Bank has this day been declared for the quarter ending October 31st, 1918, and that the same will be payable at the Head Office in this City, and at its branches on and after Friday, the 1st day of November, 1918, to Shareholders of record, the 19th October, 1918.

By Order of the Board,

C. H. EASSON,

General Manager.

Toronto, September 21st, 1918.

THE ALIEN PROBLEM

Announcement has been made during the last few days of two distinct steps more being taken by the Dominion Government with a view to grappling with the alien problem, the persistence of which, through four years and more of war, has undoubtedly been the cause of much "soreness" on the part of the general public. Military service conventions are being concluded with Italy, Greece and Belgium similar to that recently entered into with the United States, by which the subjects of these powers, resident in Canada, will be drafted for military service in their own or the Canadian armies. The Government also is appointing a Dominion Director of Public Safety, who, with his staff, will grapple more closely and systematically than has been possible hitherto, with the dangerous enemy alien, and such outlaw organizations as the I. W. W.

In taking both these steps, the Government will undoubtedly secure unanimous public approval. When so many thousands of Canadians have either voluntarily or by compulsion gone overseas, at risk of life and limb and health, it has seemed unfair that aliens of military age should be allowed to pursue, and pursue very profitably, their occupations in Canada. In the west, considerable resentment has been expressed at the condition of things in the coal-fields, where 60 per cent. of the labor is reported as alien, and the miners are earning such high wages that they are, so reliable report states, actually buying up the farms of those who have gone to the front to risk their lives at \$1.10 a day. The sturdy westerners freely express the opinion that as a result of the high wages being paid these alien miners, \$7 to \$8 a day apparently in some instances, the price of their coal is unduly heightened. Whether that is actually the case we do not know, but it is quite certain that aliens' fancy wage-scales are not confined to the western coal-miners, but that in eastern Canada, as in the west, aliens of military age have been busy during the war period making hay while the sun shines. The steps now being taken by the Government will at least do something to correct this state of affairs and allow of a more equal adjustment of the burden of sacrifice.

CANADA'S SAVINGS PASS BILLION MARK

Savings deposits in Canada have crossed the billion dollar mark for the first time, the monthly state of the chartered banks of the Dominion for August shows. The total is \$1,014,711,865. This is a gain for the month of \$22,696,728 and for the year of \$62,120,044. Compared with the same month two years ago, the increase is nearly \$208,000,000.

There is also a substantial gain in the demand deposits, the total of \$554,906,517 being an increase of \$5,837,866 for the month and \$114,911,258 for the year. These deposits are indicative of the prosperous condition of the manufacturing and mercantile interests of the country. A year ago there was a decrease of nearly \$11,000,000 in the demand deposits.

Combining the demand and notice deposits gives a total of \$1,569,618,382, increases of \$28,534,594 and \$177,031,302 for the month and year respectively. Compared with a year ago, the total shows a gain of \$319,516,420.

A further evidence of the business activity of the Dominion is to be found in the current or com-

mercial loans. These at the end of August were \$920,775,261, showing an increase over July of \$15,098,036, and compared with a year ago a gain of \$84,345,599. Two years ago the current loans were less by about one-half than they were in August last.

The attitude of the banks in respect to speculation is reflected in the figures relating to call loans, both at home and abroad. This is particularly manifest in regard to outside loans, which at \$100,544,990 show decreases of \$6,597,846 and \$18,065,636 for the month and year, respectively. In August of 1917 there was an increase of \$26,734,949. Call loans in Canada were \$73,509,571. This was a decrease of \$873,191 for the month, but an increase of \$2,305,220 compared with a year ago.

That there is an abundance of money in the country is shown by the figures covering the note circulation, the total being \$202,489,039, an increase of \$3,709,644 for the month and of \$39,793,000 for the year. Two years ago the note circulation was \$122,606,083.

Central gold reserve deposits now stand at \$91,470,000, compared with \$53,320,000 and \$20,860,000 in August of 1917 and 1916, respectively.

While there is an increase in both liabilities and assets, the gain in the latter is at a greater ratio. The assets at \$2,423,466,887 gained \$43,954,236 for the month and \$327,076,225 for the year, while the liabilities at \$2,169,433,583 exceeded those of July by \$41,664,049 and those of August, 1917, by \$321,268,707.

INVESTMENTS OF LIFE INSURANCE COMPANIES.

The Chronicle has frequently in the past drawn attention to the fact, that some life insurance companies do not sufficiently realize the conditions under which they hold their funds, nor adequately recognize the purposes for which they are primarily entrusted to them. Hence, they are prone to sacrifice the essential feature of permanence in the investments they make, under the temptation to obtain some temporary advantage from securities of less permanent character. The funds accumulated by life insurance companies are of a wholly different character to those under the control of any other class of business. The guiding spirit of their investment ought to be in harmony with the object for which these funds have been, and are continuing to be contributed. The payments made by a policy-holder to a life insurance company are intended to provide a certain sum on his decease, for those who inherit his estate, ordinarily to make some provision for his bereaved family. In other cases the payments are for the purpose of securing payment of a certain sum during his lifetime after the lapse of a term of years. It is evident, therefore, from the very nature and purposes of such trust funds that the investments in which they are placed should be of a permanent character, and not be subject to the depreciations and risks and uncertainties of such investments as are of a more or less temporary nature. The Chronicle will refer to this subject in a future issue.



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— FIRE INSURANCE —

John Ross, Secretary and General Manager
 Robt. Welch, Assistant Manager
 Lewis Laing, Fire Manager
 J. D. Simpson, Assistant Fire Manager

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

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

THE OLDEST AMERICAN STOCK FIRE INSURANCE COMPANY

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

ROBERT HAMPSON & SON, LIMITED GENERAL AGENTS FOR CANADA MONTREAL

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

ESTABLISHED IN CANADA, 1803

ASSETS EXCEED \$24,500,000

DIRECTORS FOR CANADA:
 A. J. Dawson, Esq. H. B. MacKENNIE, Esq.
 E. F. HERRIN, Esq. E. C. PRATT, Esq.
 Manager for Canada: ALEX. BISSETT

BRANCHES THROUGHOUT THE DOMINION

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

Take Your Choice

We have several good openings for General Agents, both in urban and rural districts. Keen, energetic men, looking for advancement, will find it to their interest to connect themselves with a progressive Company like The Manufacturers Life which stands foursquare on the principles of sound Life Insurance.

**THE MANUFACTURERS LIFE
INSURANCE COMPANY**

TORONTO

CANADA

MIGRATION AND SETTLEMENT.

Immigration and Emigration.—During June, 1918, 2,162 persons (other than citizens of the United States) left the United States to take up permanent residence in Canada, as compared with 2,683 persons in May and 2,528 persons during June, 1917.

During June, 1918, 3,378 persons (other than citizens of the United States) departed from Canada to take up permanent residence in the United States, as compared with 3,439 persons in May and 2,807 persons during June, 1917.

The following statement shows by months the Immigration and Emigration during the second quarter of 1918, together with a comparison of the figure for the same period in 1917:—

	1918	Immigration to Canada from United States	Emigration from Canada to United States
April	2,293	persons	3,452 persons
May	2,683	"	3,439 "
June	2,162	"	3,378 "
2nd quarter 1918	7,138	"	10,269 "
2nd quarter 1917	6,038	persons	15,152 persons

LIEUT.-COL. T. SYDNEY MORRISEY, D.S.O.

When the war broke out in 1914, reference was made by The Chronicle to Captain Morrisey of Montreal, under which rank he joined the armies of the Empire to fight the Germans. It was then predicted that this officer, who had a brilliant career at the Royal Military College, Kingston, would uphold and develop his soldierly reputation, in the performance of his duties at the front. That our predictions have been justified, are indicated by the distinction he has since won on the battlefield, having been promoted to the rank of Major in the early stages of the war with a staff appointment. In 1916 his name appeared among the list of honours issued on the King's Birthday, when he was awarded the D.S.O. He was later promoted to the rank of Brigade Major, and mentioned in despatches. He now holds the rank of Lieut.-Colonel, and has been selected as Chief of Staff Grade I., with the organization of C. E. F., Siberia, under the command of General Elmsley. Colonel Morrisey spent a few days in Montreal recently (en route to the scene of operations), where he visited his parents, Mr. and Mrs. T. L. Morrisey.

BUY CONTINUED PROSPERITY.

Before our last Victory Loan financial experts were dubious as to the outlook for Canada. She could not borrow abroad. It was necessary that she have a large available capital to finance credits for British and foreign war orders. Canada was thrown on her own resources and appealed to her citizens.

The remarkable over-subscription of the 1917 Victory Loan completely changed the uncertain outlook which prevailed. It gave a new impetus to agriculture, commerce and prosperity. It in-

vigorated our efforts in the war. It allowed, as already stated, our provincial Governments, municipal and other borrowers to finance their requirements at home. In short, it gave another lease of life to the activities of the Dominion.

The Victory Loan of 1918 will accomplish the same purposes. Upon the ready response of the large and small investor, depends the immediate economic future of Canada. Everyone's prosperity is involved.

Prepare to buy continued Prosperity in Victory Bonds!

NEW BANK BURGLARY INSURANCE POLICY IN UNITED STATES.

The Insurance Committee of the American Bankers' Association in its report to the annual convention of the Association at last week's session held in Chicago, paid particular attention to the new bank burglary insurance policy. Its report said in part:—

"Meetings have been held with various insurance companies and the burglary association in connection with the new burglary and robbery policy, which has been finally approved and adopted. This new form contains such material changes that the attention of members should be called to it in this report. Some of the changes are as follows:

"1. All bank burglary policies heretofore have assumed liability for attacks upon the equipment of the bank only while such equipment was located in the banking rooms described in the policy. The new policy extends the coverage to the safe or safes while located in the banking rooms or while located in any other place after removal by thieves or robbers or their accomplices."

"2. The robbery or hold-up liability has heretofore been limited to the usual and regular office hours of the bank. The new policy provides that the insurance company shall be liable for robbery or hold-up not only during the regular office hours of the bank, but at any time while two or more officers or office employees are engaged at work in the said premises.

"3. Dispute has arisen from time to time as to the amount of return premium due the bank on cancelled policies. In order to secure an exact unearned return premium on all cancellations, it has been provided in the new policy that all unearned premiums shall be computed 'pro rata.'

"4. The liability of the insurance company for robbery has heretofore been limited to a felonious and forcible taking of property by violence inflicted upon the person or persons in the actual care and custody of the property at the time, or by putting such person or persons in fear of violence. The new policy has broadened this liability to include loss due to any overt felonious act committed in the presence of such person or persons, and of which such person or persons were actually cognizant at the time of its occurrence.' As the so-called 'snatch theft' losses have never been heretofore covered except in the high-priced blanket bond or in the Lloyds policy, it is to be expected that this change in the new policy will pay many losses of member banks covering which heretofore they have had no claim.

Commercial Union

ASSURANCE COMPANY LIMITED
of LONDON, England

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

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

Applications for Agencies Solicited in Unrepresented Districts

Head Office: CANADIAN BRANCH

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

Palatine

INSURANCE COMPANY LIMITED
of LONDON, England

(As at 31st December, 1917)

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

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

LICENSED BY THE DOMINION
GOVERNMENT



THE FIDELITY-PHENIX

FIRE INSURANCE COMPANY OF NEW YORK

HENRY EVANS, President

"THE OLD PHENIX"

Assets Exceed - \$20,900,000

Head Office for Canada and Newfoundland

W. E. BALDWIN,
Manager.

17 St. John St., MONTREAL

F. K. RIDGE
Agency Supt.

A Fire Insurance Policy does not cover

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

NOVA-SCOTIA-FIRE
UNDERWRITERS AGENCY

PREMIUM RATES MAY BE HAD FROM

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

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

AGENTS

INSURANCE

BROKERS

AFINA INSURANCE CO. OF HARTFORD
ST. PAUL FIRE & MARINE INSURANCE CO.
BRITISH TRADERS INSURANCE CO., LIMITED

11 ST. SACRAMENT STREET
MONTREAL, P.Q.

GOVERNMENT IN INSURANCE

Engaging in Private Business

Following is the address of T. F. Daly, of the Capitol Life of Denver, before the National Association of Local Agents in convention at Cleveland recently:

There does not appear to be any justification for the nation engaging in insurance any more than in the dry goods business, and much less reason for it engaging in insurance than in the coal, steel, lumber or any other line of private endeavor, the only difference being that there is a prevailing belief that it requires less effort to undertake insurance than perhaps would be necessary in other lines.

There are times when drastic action by the Government appears necessary, and in passing I may say the virtues are not all with the insurance companies, nor with corporations generally. Where combinations of capital become extremely technical and refuse to co-operate in national requirements, at such time the Government may justify its entry into any business, but for only such period as an actual emergency exists. Under normal conditions competition takes care of the matter, becomes the supreme leveller of all business enterprise, and constitutes the economic principle at the bottom of our commercial life.

The apparent difficulty which the Government experiences with insurance companies is best illustrated by their unwillingness to underwrite, and the superfluous amount of red tape used in the conduct of the business, together with bottled up ideas regarding standard policies, rates and other set rules which limit the scope of their activities. I hope some time to see the principles of miscellaneous insurance broadened to the extent that underwriting may be effected much the same as it is in England, upon the merits of each risk. It is a well-known fact that you can get insurance on any sort of a business venture in Great Britain, while the red tape in the operation of insurance companies in the United States, takes precedence over every other consideration, and we as agents have to adopt a formula and set of rules prepared either in Hartford, Penn Yan or some other equally important seat of learning.

Little Co-operation

Again, there is a great deal of indifference shown by insurance officials as to exercising any co-operative practices in the conduct of their operations, while when it comes to a question of fraternizing, we are a great big disorganized aggregation of undeveloped insurance ideas. There has been a prevailing tendency among the officials of insurance corporations to limit the scope of agents by shrinking their incomes. This policy does not have a tendency toward amelioration or increased business. The time has come when the insurance official must bend to the requirements of conditions generally and prepare to the fullest extent his company to meet public demands in all lines of underwriting.

During the period of the war, I am in favor of the Government having every aid possible in its marathon with the Hun.

There is a great tendency at the present time both in State and National politics, to develop a social brand of insurance intended to cover all the ills which the human mind can conceive, without much regard to the science of underwriting or to the determination of liabilities. I am aware of no par-

ticular reason why the Government should pledge the funds of the taxpayers in a social benefit way to the detriment of the majority, and I feel that Congress will consider the matter from the standpoint of refined political economy. It is a fortunate thing for the insurance companies, as well as other lines of endeavor, that there are some sound thinkers in Congress.

Stifling Incentive

Take the element of personal gain away from any business, and you find enthusiasm lacking—you do not find the same incentives demonstrated in it progress. Socially the result of Government ownership of insurance, railroads, telegraphs or other classes of business would in a few generations be reflected into the brain and manhood of the nation in a way that would be even more detrimental than the so-called plutocracy of to-day.

When you take away from the individual the opportunity to make money, or to use his brains in some manner which will enable him to make money you are taking away the mental stimulus which goes to make up the man, and when you destroy a man by this process, you weaken and destroy the Government back of him. You tear down the ideals of the Republic because the only class of citizens you have remaining are compensated by the Nation and are indifferent, and are, therefore, not particularly interested in its development.

As we view the future, we must consider insurance in connection with national advancement. Thus, when we consider the immense programme of construction of bottoms in which the Government is now engaged, we must endeavor to find a solution through commercial channels for the utilization of our stock of ships after the war—a field in which marine insurance must be a guarantee of indemnity and sound credit. It would be much more in keeping for those who advocate taking over insurance, to provide assured service for our merchant marine when we are again compelled to face England, France and the others, with perhaps Germany, as competitors in the commercial business of the world. Shall we have a period after the war of depression due to lack of foresight, or, shall a perfect and comprehensive organization be effected to create trade agencies and arrange business with foreign nations in all parts of the world in order to increase the markets for the commercial interests of this country?

The Future

Every business man in the United States has as much interest in the Government remaining outside the insurance business as the insurance men themselves, as all commercial business is interwoven with insurance, and the ground-work of credit is well-founded protection. Again, his business may be confiscated under the same ruling used in acquiring the insurance business. The principle upon which his effort is founded may be prostrated and made of no avail by short-sighted politicians who have not the ability to grasp the business status of the nation.

There are conditions and channels of trade which our politicians might well be engaged in analyzing instead of trying to make the insurance business and other established business the target of political propaganda. Insurance with its world-wide agencies, with its ability to pay losses whenever and wherever losses occur, with its statistical knowledge of con-

(Continued on page 1061)

The Trust and Loan Co.

OF CANADA

Capital Subscribed	\$14,000,000.00
Paid-up Capital	2,970,000.00
Reserve Funds	2,793,306.38

MONEY TO LOAN ON REAL ESTATE

30 St. James Street, Montreal

Prudential Trust Company

LIMITED

Head Office 17 St. John St., Montreal	Trustee for Bondholders	Safety Deposit Vaults
	Transfer Agent & Registrar	
	Administrator Receiver, Executor	Terms Ex- ceptionally moderate.
	Liquidator Guardian Assignee	
	Trustee Custodian	Correspond- ence invited
	Real Estate and Insurance Departments	
	Insurance of every kind placed at lowest possible rates.	

B. HAL. BROWN, President and Gen. Manager

CANADA PERMANENT MORTGAGE CORPORATION

TORONTO STREET :: :: TORONTO.

Established 1883

Paid-up Capital - - - - -	\$6,000,000.00
Reserve Fund (Earned) - - - - -	5,250,000.00
Unappropriated Profits - - - - -	197,977.41
Capital and Surplus - - - - -	\$11,447,977.41
Investments - - - - -	31,557,661.82

A Trustee Investment.

THE Bonds issued by this Corporation are a high-class security in which Executors and Trustees are authorized by law to invest Trust Funds. They bear an attractive rate of interest, and may be had for any sum desired from one hundred dollars upwards. Both interest and principal may be made to become due at such dates as best suit the convenience of the investor.

"I Wish I Had Taken Twice as Much!"

Nothing is more often repeated in letters received at our office than the expression "I wish I had taken twice as much insurance while I was about it." When endowments, dividends or cash settlements are paid, the assured very often acknowledges the remittance with that remark. The truth is very few men take as much life insurance as they can reasonably carry—and repentance often comes when additional insurance is not procurable. Probably every reader of this paper believes in life insurance and carries more or less of it, but one should ask himself the question, AM I CARRYING AS MUCH INSURANCE AS I CAN AFFORD? If the policyholders who are now entering the company could read the evidence of gratified policyholders and beneficiaries, they would make a great effort to increase the amount applied for—and existing policyholders would double the amount of their protection. "One word more"—What income would your present insurance yield the beneficiary at say 6%?

The Mutual Life Assurance Co. of Canada
WATERLOO, ONTARIO

The LIFE AGENTS' MANUAL
THE CHRONICLE - - MONTREAL

Western

Assurance Company

Incorporated in 1851

FIRE, MARINE, EXPLOSION AND
AUTOMOBILE INSURANCE

ASSETS over \$6,000,000.00

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

DIRECTORS

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

HEAD OFFICE - TORONTO

A BRITISH COMPANY

Union Insurance Society of Canton, Limited

ESTABLISHED 1835

Head Office: HONGKONG

Assets over \$18,000,000

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

FIRE, MARINE AND AUTOMOBILE

Head Office for Canada, 26 Toronto Street, TORONTO

General Agent Montreal, JOSEPH ROWAT

Manager for Canada, C. R. DRAYTON

GOVERNMENT IN INSURANCE.

(Continued from page 1059.)

ditions which the Government cannot comprehend—it seems an absurd idea to have the nation even think of engaging permanently in the insurance business. There is a broad field through the reserve banks and the shipping board for establishment of business enterprise with foreign countries without assuming the ownership of lines of business established for years and efficiently and economically managed.

Among insurance men there has been a hesitancy about criticising present political tendencies. I have a feeling, however, that this Government was founded on free speech, and anything which represses the feelings of the people furnishes greater evidence for misunderstanding. Any subject that is debatable and which concerns the nation as a whole should be discussed unrestrictedly, consistent with American ideals, with steadfast loyalty for the United States in which case the results are bound to be constructive instead of destructive, and by which we may look forward to greater success as a nation.

Politics and the Dollar

It is difficult to say how much of each dollar really gets into service for the people when it has to go through political handling. From some political economists, we gather 40 per cent. and some even go so far as to say that only about one-third of each dollar is of any practical benefit to the taxpayers or the nation after the political jugglers get through with manipulating the money—not but what they are perfectly honest, but it is the looseness of the system and the disregard of cost, there being no personal interest involved.

All matters relative to Government participation in the insurance business are secondary considerations compared to the winning of the war. Even the sacrifice of our business, if necessary, I would willingly concede, if it would help the administration in disposing of the noxious principles of German "Kultur." Insurance interests should stand firmly behind the Government, and support it as a unit, and when the war is over, see to it that all the ambiguities, misunderstandings and lack of cohesion be taken out of insurance.

RESULTS OF BRITISH FIRE INSURANCE OFFICES IN 1917.

Our contemporary, The Insurance News, London, says:—

The unchallenged supremacy of British Fire Offices, whose pre-eminence is acknowledged the world over, was fully maintained during the somewhat difficult period of 1917. A great many disturbing influences were at work to complicate the situation from the point of view of fire insurance; but the world conditions are now thoroughly appreciated, and the companies are in a position to make the necessary adjustments. The outstanding feature of fire insurance during the year was the expansion of premium incomes of the principal fire offices, as a result of the great increase in values of buildings, machinery, plant, etc., caused by the war. But this movement has not gone far enough. Policyholders have not, generally speaking, fully covered the extra risks involved, and it will be disappointing if a further substantial increase in premium income is not

shown during the current year to re-establish the equilibrium. That fire insurance results for the past year would not prove wholly satisfactory has for some time been obvious. Great fires at Salonica (£4,000,000 damage), Vladivostock (£3,000,000), and Trondhjem, involving a like sum, made a heavy call upon some British offices. They were accompanied by heavier fire claims in America and in the United Kingdom, chiefly at war industrial establishments. Although the authorities have been slow to believe that cleverly-concealed enemy influence has been responsible for many of these disasters, no reasonable doubt can any longer be entertained on this point, particularly as regards American fires. The movement which was started in the United States and Canada for increasing further the premium rates resulted in a general agreement at the latter end of 1917 to make an advance. If this step was intended to reduce the number of claims, however, it has so far failed, for the losses this year have been considerably heavier than twelve months ago. In the United Kingdom fire claims last year totalled about four millions sterling, which although three-quarters of a million more than in 1916 was a quarter of a million less than in 1915. Taking into account the influence of higher values, this result gives little ground for complaint, more particularly when contrasted with United States and Canadian losses, which leaped up from 46 1-4 millions in 1916 to 53 1-2 millions last year. The loss of the German and Austrian reinsurance markets through the war has been satisfactorily met by British offices, which have handled the situation with characteristic enterprise. It is difficult to forecast the position which will arise in this department after the war, but the general tendency will, no doubt, be for British fire offices, as with other businesses, to seek outlets other than through German or Austrian channels. Already British offices specialising in reinsurance, though not numerous, have stepped into the breach, and will, no doubt, receive increasing support. Taking the seventeen principal fire offices, the net premiums advanced from £28,605,000 in 1916 to £32,198,000 last year, but the surplus over losses and expenses increased only from £3,843,798 to £4,113,611. In other words, the increase in premium income was nearly 13 per cent., but the increase in surplus was only 7 per cent. The London and Lancashire came to the top with a surplus last year, representing 22.1 per cent., while the Alliance, after two years at the head of the list, stood second, at 21.3 per cent., with the Guardian a close third, with 21.2 per cent., as compared with 11.3 per cent. in the previous year. The North British and the Sun Fire Offices were among the chief sufferers of the British offices from the Salonica fire, with the result that on the year's working, claims and expenses exceeded premiums by £80,215 in the case of the former and by £66,169 in the latter. Although, as we have sought to indicate, the current year is not free from disquieting influences—and the situation requires careful watching—British fire offices are fully able to grapple with the difficulties which may arise, and can regard the future with the fullest confidence.

Seventy-Five Years Ago

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

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

▲ ▲ ▲ ▲

THE OLDEST COMPANY IN AMERICA IS
THE COMPANY FOR YOU.

▲ ▲ ▲ ▲

For terms to producing agents address

THE MUTUAL LIFE INSURANCE COMPANY OF NEW YORK

34 Nassau Street . . . New York City

THE London Assurance CORPORATION OF ENGLAND.

INCORPORATED BY ROYAL CHARTER A. D. 1720

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

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

THE PROVIDENT ASSURANCE COMPANY

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

Head Office

189 St. James St. - - Montreal

REPRESENTATIVES WANTED FOR ONTARIO AND
MARITIME PROVINCES

ATLAS ASSURANCE COMPANY LIMITED

Founded in the Reign of George III

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

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

Head Office for Canada:

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

Established 1886

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

Capital Paid Up \$1,250,000 Assets \$3,185,605

Agents Wanted in Unrepresented Districts.

Managers for Canada:

Montreal Agencies Limited, Montreal



Assets:
\$22,022,227.19

Surplus:
\$7,426,114.26

Canadian Head Office:
MONTREAL.
J. W. BINNIE, Manager

L'UNION

FIRE INSURANCE COMPANY, Limited
Established 1828 Head Office: PARIS, France.

Capital fully subscribed \$2,000,000.00
25 p. c. paid-up
Fire and General Reserve Funds 5,949,000.00
Available Balance from Profit
and Loss Account 113,266.84
Net Premiums in 1917 6,136,055.28
Total Losses paid to 31 Dec.,
1917 104,117,000.00

Canadian Branch:

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

REASONS WHY THE AGENT FAILED.

- He wasn't neat in his appearance.
- He lacked dignity in his bearing.
- He used no tact in introducing himself.
- He was late in keeping his appointment.
- He did not believe in his own propcsition.
- He didn't know the fine points of his own poli-cies.
- He offended the prospect by undue familiarity.
- He made a bitter attack upon his competitor's policies.
- He relied on bluff instead of solid argument based on facts.
- He got lost in the forest of details and couldn't stick to essentials.
- He had been out with the boys the night before and showed the effects.
- He couldn't answer questions and objections in-telligently, concisely and convincingly. He tried to close his prospect before he had worked him up to a point of conviction.
- He didn't know his business when he made the approach; didn't talk clean-cut business after he got in; didn't make it his business to fight all the way through, and didn't do business before he left.

WANTED

OFFICIAL FOR ACCIDENT BUSINESS.

A British Company of long standing, doing a composite business, is about to enter Can-ada and seeks the services of a gentleman competent to organize and superintend the Accident branch of the business. Applica-tions in confidence, stating experience, quali-fications and remuneration expected to be made in writing to:

L., c/o The Chronicle.

WANTED

FIRE INSURANCE AGENCY

Any Fire Insurance Company who would like a representative in Newfoundland, is asked to correspond with

THE TERRA NOVA CO.,
The Insurance People,
P.O. Box 158, 268 Water St.,
St. Johns, Newfoundland.

Reference, The Royal Bank of Canada.

WANTED

Experienced Clerk by a Fire Insurance Company. Apply, giving full particulars and salary required, to

EXPERIENCE,
c/o The Chronicle,
Montreal.

WANTED

Boy for Fire Insurance Office; no previous experience required, but must write a good hand. Apply to

BOY,
c/o The Chronicle,
Montreal.



It's a Hard Rub

For a woman to unexpectedly find it necessary to become a breadwinner. You wouldn't like your wife to come to that, would you?

But what about your widow? Why not provide for her a regular monthly income to begin at your death and continue as long as she lives? You can do it by means of an Imperial Life policy.

THE IMPERIAL LIFE
Assurance Company of Canada
HEAD OFFICE TORONTO



Security - - \$36,000,000

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

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



PERSONAL ACCIDENT
SICKNESS
FIDELITY GUARANTEE

PLATE GLASS
AUTOMOBILE
GENERAL LIABILITY

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

Mount Royal Assurance Company

SURPLUS AND RESERVES, \$970,499 TOTAL FUNDS, \$1,199,903

TOTAL LOSSES PAID \$2,224,512

Applications for Agencies Invited

HEAD OFFICE - - - - MONTREAL

P. J. PERRIN and J. R. MACDONALD, - - - - Joint Managers

Ætna Insurance Company

Established in Canada 1821

Ætna Fire Underwriters Agency

Of Ætna Insurance Co., Hartford, Conn.

Applications for Agencies Invited

J. B. HUGHES, Special Agent, WATERLOO, Ont.
J. B. STEWART, Special Agent, 38 Toronto Street,
TORONTO, Ont.

R. EDON, Special Agent, 21 Canada Life Bldg., CALGARY, Alta.

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

J. J. Rohlschud, Provincial Inspector.
MONTREAL TRUST BUILDING, 11 Place d'Armes, MONTREAL.

The Law Union & Rock

INSURANCE CO. LIMITED, LONDON. Founded in 1866

Assets Exceed - \$48,500,000.

Over \$15,500,000 Invested in Canada.

FIRE and ACCIDENT RISKS accepted.

Canadian Head Office: 87 Beaver Hall Hill,

MONTREAL

Agents wanted in unrepresented towns in Canada.

W. D. AIKES, Superintendent,
Assistant Dept.

J. E. E. DICKSON
Canadian Manager.

INSURANCE SALESMEN, ATTENTION!

We have one or two choice vacancies in Western Ontario awaiting District Managers, for men of character and ability. If you are a productive worker, and would like to improve your position, write, stating experience, etc., to

H. A. KENTY, Superintendent of Agencies,

THE CONTINENTAL LIFE INSURANCE CO.

GEORGE B. WOODS, President.

TORONTO, Ont.

CHAS. H. FULLER, Secretary.

CANADIAN FIRE RECORD.

(Compiled by The Chronicle.)

Fire at Lethbridge, Alta.—On the 27th Sept. a fire occurred on the premises of Plunkett & Savage, Fruit Dealers, Lethbridge. Insurance on stock.—Phoenix of London, \$3,000; Liverpool & London & Globe, \$6,000; St. Paul, \$2,000; London & Lancashire, \$3,000; Nova Scotia, \$4,000. Total, \$18,000. Loss, total. On building.—London & Lancashire, \$15,000; Norwich Union, \$15,000; Caledonian, \$15,000. Total, \$45,000. Loss about 25 per cent. On Scott Fruit Co. stock.—Northwestern National, \$5,000; Dominion Fire, \$3,333; Provincial, \$4,000. Total, \$12,333. Loss, total.

Fire at Winnipeg.—On Sept. 28th a fire occurred on the premises of C. S. Judson & Co., Ltd., farm implements, etc., Winnipeg. Insurance, on building.—Liverpool & London & Globe, \$25,000; Fidelity Phenix, \$10,000; St. Paul, \$5,000. Total, \$40,000. Loss, total. On contents.—Royal, \$25,000; Hudson Bay, \$5,500; North British & Mercantile, \$13,000; Caledonian, \$11,500; London & Lancashire, \$25,500; Norwich Union, \$3,500; Union of Paris, \$10,000; Mount Royal, \$15,000; National of Paris, \$5,000; North Empire, \$12,500; Law Union & Rock, \$5,000; Phenix of Paris, \$18,500. Total, \$150,000. Loss, total.

Fire at Halifax.—On the 4th instant a fire broke out on the premises of F. Rearson & Co., Halifax. Insurance about \$20,000. Loss, total.

Fire at Clinton, Ont.—On the 7th instant a fire broke out in the glass and oil store of Harland Bros., Clinton. Loss about \$5,000.

**GREAT AMERICAN INSURANCE COMPANY
PROPOSES TO INCREASE CAPITAL
STOCK TO \$5,000,000.**

The stockholders of the Great American Insurance Company, New York, are notified by circular of a special meeting to be held at the office of the Company, No. 1 Liberty Street, New York, on the 24th instant, for the purpose of voting upon a proposition to increase the capital stock of the Company from \$2,000,000 par value to \$5,000,000 par value.

The regular business of the Company has been growing steadily, and, since January of the present year through the amendment of its charter by authority of the stockholders, the Company has been profitably engaged in the business of marine insurance, which is rapidly growing owing to the expansion of American tonnage. The management claim that the Company has a much smaller capital than some of its principal competitors, its writing capacity is limited to 10 per cent. of its capital on any one risk and the Company is hampered in other ways by its present restricted capital.

As the proposed increase has been authorized by the Government, and endorsed by a large number of stockholders, it is likely that the meeting will be unanimously in favour of the proposition. It is proposed to invest 75 per cent. of the proceeds of the new stock (which will be issued at \$150 per

share) in the Fourth Liberty Loan bonds.

The Great American has had a successful career, under signally able management. Financially it occupies a strong and commanding position. Its statement at 1st January, 1918, shows capital paid up \$2,000,000; reserve for all other liabilities, \$12,927,269; net surplus, \$8,527,719. (this item will now be increased to about \$10,000,000); assets, \$23,454,989.

**THE GREATEST FIRE HAZARD IN THE
WORLD.**

The Underwriting Experience in the United States and Canada, has demonstrated that this country has the greatest fire hazards in the world. These extraordinary fire hazards are the results of rapid growth, of expanding old and new congested areas, of cheap and inflammable construction, of climatic extremes, and it might be added considerable carelessness has contributed largely to fire losses. It is inevitable that the fire loss per capita must greatly exceed that of European brick and stone-built cities and countries, and consequently it is folly to make lamenting comparisons with them.

Our contemporary the Coast Review, says: The conflagration hazard is the gambling hazard of fire insurance. Our fast-growing cities and towns make all fire insurance a gamble more or less. Expanding congested areas increase the gambling hazard but furnish the profitable classes. To exclude these conflagration areas is to assume the insolvency hazard of unprofitable fields and classes, and also risk both capital and surplus. Business must be written in towns and cities, which as they grow develop new hazards, new centres of congestion, and add to the old congested areas.

But if the companies refuse or are unable to assume the fire hazards of the cities and of the country, because the insurers are too few in number or too weak in resources, they must expect and prepare for government fire insurance or retire from business.

**WIDOW OF LATE W. R. ARNOLD WILL
APPEAL TO PRIVY COUNCIL.**

In a final effort to secure \$75,000 insurance moneys as outlined in the will of the late W. R. Arnold, managing director of the defunct Dominion Trust Company, Vancouver, Mrs. Arnold has announced that she will carry the appeal to the Privy Council. It will be remembered that the liquidator of the company, Mr. Andrew Stewart, collected some \$200,000 of insurance moneys on Arnold's life and Arnold specified that his wife was to receive the first \$75,000. This has been the basis of contention of the B.C. courts and also the Supreme Court of Canada. At the initial trial Mr. Justice Macdonald took the ground that the phrase, "the first \$75,000 realized from my insurance policies," was not a sufficient earmarking of policies to entitle the beneficiary to rank as a preferred claimant. Next the appeal Court divided on the question and finally the Supreme Court upheld the decision of the trial judge. S. S. Taylor, K.C., of Vancouver, has been retained to fight Mrs. Arnold's case in the Privy Council.

THE BRITISH AMERICA ASSURANCE COMPANY

Incorporated 1833

Fire, Marine, Hail and Automobile Insurance

HEAD OFFICE: TORONTO

Old	Reliable	Progressive
Assets over		\$3,500,000.00
Losses paid since organization over		\$43,000,000.00

DIRECTORS:

W. R. MENKLE, President	D. B. BANNA	J. B. GARRON, Secretary
MR. JOHN AIRD	W. A. LAMB, K.C., LL.D.	
LT.-COL. HENRY BRACE	GEN. A. MORROW, O.B.E.	
ALFRED COOPER, London, Eng.	LT. COL. THE HON. FARMING	
S. C. COX	NICHOLS	
JOHN H. FULFORD, New York	BRIG.-GEN. SIR HENRY PELLEY, G.C.B.	
JOHN MORRIS, K.C., LL.D.	F. H. WOOD	

THOMAS F. DOBBIN, Resident Manager MONTREAL

First British Insurance Office Established in Canada, 1864

INTENDING ASSURERS

Should read the "THREE MINUTES" Leaflet

-of-the-

PHOENIX ASSURANCE COMPANY, Limited

OF LONDON, ENGLAND (Founded 1782)

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

100 St. Francois-Xavier Street, Montreal

The Company offers to the Public every advantage which

LIFE ASSURANCE

conducted under the most favourable conditions is capable of affording:

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

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

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

Agents Wanted

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 & BASCOM, Toronto, Ont.	JOHN WIL. MOLSON & ROBERT Y. HUNTER, Montreal, Que.
OSGER, HAMMOND & NANTON, Winnipeg, Man.	WHITS & CALKIN, St. John, N.B.
ALFRED J. DILL & CO., Halifax, N.S.	ASKE & SOON, LTD., St. John's, Nfld.

T. D. RICHARDSON, Supt. for Canada TORONTO

FOUNDED A. D. 1818

THE PHENIX FIRE INSURANCE COMPANY OF PARIS, FRANCE

SURPLES TO POLICYHOLDERS, \$5,000,000

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

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

Founded A. D. 1716

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**

THE NATIONALE FIRE INSURANCE COMPANY OF PARIS, FRANCE

SUBSCRIBED CAPITAL	\$7,000,000
TOTAL ASSETS	7,491,000
NET PROFITS	1,847,000

J. E. Cloutier, General Manager

J. A. Blaudou, Asst. Manager E. C. Yelle, Inspector



BRITISH COLONIAL FIRE INSURANCE COMPANY MONTREAL

Authorized Capital, \$2,000,000.00 Subscribed Capital, \$1,000,000.00
Paid-up Capital, \$247,015.79

General Fire Insurance Business Transacted

THEODORE MEUNIER
Manager

REGINALD B. GAUDIN
Assistant Manager

A REAL OPPORTUNITY

For Men Who Have Had Selling Experience of Any Kind

Here is an independent line of work with immense opportunities for the man who has character and selling capacity. You deal with the new and rich fields of Life, Income, Pension and Indemnity insurance. You earn an income that is limited only by the energy and ability you put into your work.

We start you into business: we give you a Free Course in Salesmanship, and help you to make good. Write to-day.

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Canada Life Assurance Company

Toronto, Ont.

EAGLE, STAR AND BRITISH DOMINIONS INSURANCE CO. LIMITED

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

FIRE and MARINE

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

THE YORKSHIRE INSURANCE COMPANY, LIMITED

ESTAB. 1824

YORK, ENGLAND

ASSETS EXCEED \$25,000,000

FIRE Every description of property insured. Large Limits.

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

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

CANADIAN DIRECTORS: Hon. C. J. Doherty Hon. Alphonse Racine Canadian Manager.
G. M. Bosworth, Esq. Alex. L. MacLaurin, Esq. P. M. WICKHAM, Montreal

APPLICATIONS FOR AGENCIES are invited from responsible persons.

