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Banking, Insurance and Finance

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THE GENERAL FINANCIAL SITUATION

The retirement of Sir Robert Borden is an event of moment not only from the national point of view, but also from the possibly narrower viewpoint of commerce and finance. In these later years, Governmental activities of all kinds have come to touch commerce and finance much more closely than formerly, and a change in the prime ministry, which means inevitably a change in methods and to some extent in policy, is a matter of great importance to business. The present change, however, will be beneficial in one respect, in that it will remove the feeling of political uncertainty, which has been very much in evidence of late. Before these lines see the light, the name of Sir Robert's successor will probably be known, but it may perhaps be said here that it is the earnest hope of business men with no very strong party leanings either way, and they, after all, constitute the main body of the leaders in Canadian commerce and industry, that the new prime minister will be one well versed in business and economic affairs. Time was, and that not so very long ago, when a knowledge of the classic dead languages was regarded of more importance in the mental equipment of the prime minister of a great country than a thorough knowledge of economic principles and experience in practical affairs, and, to cite a different but specific case, great as have been the services of Mr. Lloyd George during the war and subsequently, they would have been immeasurably greater had he a rudimentary knowledge of economic principles and had he not a fatal tendency to pour out money like water, when the pouring is unnecessary. While the custody of the national finances, is primarily the care of the Minister of Finance, there are many questions of broad policy which come directly within the purview of the prime minister, that are very largely economic questions, and cannot be satisfactorily dealt with except in the light of economic knowledge, and in view of the exacting character of many of the

numerous problems, which will confront the new holder of this high office, knowledge in this connection will certainly be a very great advantage.

Stock Exchange happenings during the past week been somewhat diversified from former weeks, in which attention was almost wholly concentrated upon the paper issues, by a meteoric rise in the local brewery stocks. National Breweries has been tipped off "on the street" as a "dead cert" for weeks past, the motive of the tip being a prospective 50 per cent. increase in the dividend in the late summer or early fall. The company is without doubt doing a wonderful business, and it is very largely increasing its output in order to cope with the demand, which is not merely local, but it extends to thirsty countries abroad. Among securities less in the Stock Exchange limelight, the textile stocks have been exceptionally strong, particularly Penman's, which in the early part of the week touched 130. The fact that this stock is very tightly held by investors, is a strong supplementary lever to the Company's excellent earnings, in moving the stock steadily upwards in market quotations.

Call money for speculative purposes remains as tight as ever, and the number of Stock Exchange firms declining regretfully to allow customers to increase their debts appears to be increasing. The recent boom in paper stocks believed to have been financed from American sources though funds have been by no means generally distributed, and a certain amount of private money has been available, though at exceedingly high rates. For the general body of speculators, however, money is unavailable and there no signs of any easing of the situation in this connection.

A business of very fair proportions appear to be transacted by the special committees who have charge of the trading in Victory Bonds, a turnover averaging \$25,000,000 monthly being reported. Offerings of the bonds at present prices, it is stated, are easily being taken care of. Sir Henry Drayton intimated in his Budget speech that during the current financial year, the Government will be buying in some of the bonds, but these purchases have not yet apparently been begun. Presumably when the

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In the Provinces of Quebec and Ontario

**PERSONAL
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SICKNESS

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**AUTOMOBILE
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CANADIAN OFFICES

Montreal

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Superintendent for Canada**

Toronto

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JULIAN H. FERGUSON,
Superintendent for Ontario**

The Chronicle

Banking, Insurance and Finance

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MONTREAL, FRIDAY, JULY 9th, 1920

(Continued from front Page)

Government become a buyer, it will purchase bonds of the earlier maturities in order to reduce the size of refunding operations the first of which is due in 1922. Buying on any large scale by the Government is, of course, dependent upon the way in which revenue comes in. By the fall, revenue on account of the current financial year, will be coming in very freely, and any extensive purchases of the bonds by the Government at that time, will of course, have an excellent effect in improving the market for these securities and correspondingly, the market for other high-grade bonds. In the municipal bond market, a fair number of bonds are being sold, but prices show a weakening tendency, as is not unnatural under the stringent conditions of tight money now existing.

Money prospects in the United States continue to form matter for grave and anxious comment by financial observers. With the Federal Reserve's reserve ratio down to about the lowest point on record, it is felt that the private banks will mostly have to finance autumn trade from their own resources. Protective measures, additional to those already established by the institution of an 8 per cent. rate on first class commercial paper, will it is believed, be taken by the Federal Reserve system as autumn approaches. These protective measures may conceivably assume the shape of extremely drastic action against speculative or "non-essential" loans, existing or prospective. What effect would be produced on speculative activities and on prices in markets in which speculation has been sustaining the present level, by the adoption of such measures remains to be seen. Only the course of events in the next three months can settle that question.

The reduction in the scale of taxation under the Business Profits War Tax Act for accounting periods ending in 1920 involves concessions of much value to large industrial and commercial corporations. Under the scale of taxation in force for the 1917, 1918, and 1919 accounting periods, profits from 7 per cent. to 15 per cent. of capital employ-

ed were taxed 25 per cent., between 15 and 20 per cent. of capital employed, 50 per cent., and over 20 per cent. of capital employed 75 per cent. The limit of exemption has now been raised for 1920 accounting periods from 7 to 10 per cent. of capital employed, and the tax regraded as follows:—10 per cent. to 15 per cent. of capital employed, tax 20 per cent.; 15 to 20 per cent. of capital employed, tax, 30 per cent.; 20 per cent. of capital employed, tax 50 per cent.; over 30 per cent. of capital employed, tax, 60 per cent. While under present circumstances, prophecy in regard to matters of taxation is somewhat rash, it appears not unlikely that 1920 may mark the end of the Business Profits War Tax, and that another year may see corporations upon a straight Income Tax basis. Meantime, industrial and commercial corporations, which under present circumstances are making handsome profits, notably the paper companies, will find a considerable measure of relief from the burden of taxation in the new scale.

CANADIAN SHIPBUILDING

Shipbuilding has become one of the leading Canadian industries with an investment of \$60,000,000, and according to the figures of 1918-1919 the Dominion had assumed third place among the countries of the world in this branch of industry. The number of plants reported in 1918 was 204, of which 90 were shipbuilding and 114 boat building. There were 19 plants producing steel vessels of a tonnage running as high as 10,000 tons dead weight. The plants were located as follows:—Nova Scotia, 72; Ontario, 69; British Columbia, 26; Quebec, 23; New Brunswick, 6; Manitoba, 4; Prince Edward Island, 2; and Alberta, 2.

Capital Invested and Materials

Of the capital in the industry in the various provinces, Ontario had an investment of \$28,895,880; Quebec, \$14,488,349; British Columbia, \$10,000,000; the Maritime Provinces, \$4,361,257. In land, buildings and fixtures the investment was \$19,035,340; machinery and tools, \$10,475,899; materials on hand, etc., \$18,853,649; cash and accounts, \$9,080,051. The number of employees is given as 22,486, receiving wages and salaries amounting to \$27,148,628.

The value of the principal materials used in shipbuilding in 1918 is given as \$31,584,754, representing, amongst other things, 19,925 tons of iron castings, bars, etc., 6,860 tons of steel castings, bars and billets; 120,717 tons of steel plates; 26,331 tons of bolts, nuts, rivets, etc. The gross tonnage of all boats and vessels built or being built during the year 1918 was 360,300 gross tons valued at \$76,630,044.

The Royal Bank of Canada

HEAD OFFICE, MONTREAL

LONDON, ENG.

Princes St., E. C.



NEW YORK

68 William St.

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Total Assets - - - - - \$580,000,000

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

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Montreal Branch:

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THE BANK OF NOVA SCOTIA

INCORPORATED 1832

Capital - - - - - \$9,700,000.00
Reserve Fund - - - - - \$18,000,000.00
Total Assets over - - - - - \$230,000,000.00

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United States at

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LLOYDS BANK LIMITED, 71, LOMBARD ST., LONDON, E.C. 3.



(£5 = £1.)
CAPITAL SUBSCRIBED \$294,392,000
CAPITAL PAID UP 47,102,720
RESERVE FUND 48,375,525
DEPOSITS, &c. 1,629,692,180
ADVANCES, &c. 678,817,955

THIS BANK HAS ABOUT 1,500 OFFICES IN ENGLAND & WALES.
Colonial and Foreign Department: 17, CORNHILL, LONDON, E.C. 3. London Agency of the IMPERIAL BANK OF CANADA.
The Agency of Foreign and Colonial Banks is undertaken.

Affiliated Banks: THE NATIONAL BANK OF SCOTLAND LTD. THE LONDON & RIVER PLATE BANK LTD.
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LIEN OF A BANK ON ITS OWN STOCK

Section 77 of the Bank act provides that "a bank shall have a privileged lien for any debt or liability for any debt to the bank on the shares of its own capital stock, and on any unpaid dividends of the debtor, and may decline to allow any transfer of the shares until the debt is paid."

This section was dealt with by Judge Middleton of the Ontario Supreme Court in the case of Lazard Bros. vs. the Union Bank of Canada, where it appeared that one DuVernet made an arrangement with Lazard Bros. in London whereby Lazard Bros. agreed to accept drafts made on them by the Union Bank of Canada upon the strength of collateral security, consisting of 500 shares of the Union Bank to be deposited with the Union Trust Company.

On his return to Toronto DuVernet deposited the bank stock with the Union Trust Company, on the terms arranged, and deposited with the Union Bank a letter from the Trust Company stating that DuVernet had deposited with the Trust Company a certificate for the Union Bank stock with the usual power of attorney to transfer it. Drafts for £30,000 were then drawn by the Union Bank and accepted by Lazard Bros.

When DuVernet's transaction with the Bank was closed he owed Lazard Bros. about £12,000 and Lazard Bros. attempted to hold the Union Bank stock, and, as DuVernet owed the Bank about \$30,000, the Bank claimed that it was entitled to a lien on the stock for that amount under the section of the Bank act quoted above.

Lazard Bros. set up the claim that as they supposed that the stock was held for them by the Trust Company when, as a matter of fact, it still stood in DuVernet's name and was transferrable by him at any time, and the Bank had a lien on the stock for DuVernet's indebtedness to them, it should have disclosed these facts to Lazard Bros.

The Bank, on the other hand, contended that it owed no duty to disclose the facts, and that Lazard Bros. should have inquired as to any lien on the stock and need not have accepted the drafts if dissatisfied with the security, saying, in effect, as the Judge expressed it, "am I my brother's keeper?"

Judge Middleton decided in favor of Lazard Bros. on the ground that it was the duty of the Bank to have disclosed the above facts.

"In this case I have no hesitation in finding that there was a duty upon the part of the Bank to disclose its lien," said the Judge, "that the failure to disclose was fraudulent, in the sense that it was intended to allow Lazard Bros. to assume the liability incident to acceptance of the bills with-

out the security they thought they had. The real enormity if what was done was probably not apparent to the bank officials at the time, for they assumed that Mr. DuVernet could and would meet his obligations. The indignation of the general manager at the failure to disclose the true nature of the certificates was minimised by the pious hope that all would be well—I have no doubt at all that the transaction will be strictly carried out on its understanding"—in other words, that Mr. DuVernet will not transfer to some one else in fraud of the Lazard Bros. I cannot help thinking that at that time he would not have thought of setting up the Bank's own claim to Lazard Bros' prejudice.

"Mr. DuVernet's insolvency and death have now made it plain that one of the contending parties must lose; the Bank asserts its statutory right to its lien; and I think that, under the circumstances, I should apply the principle stated by Lord Maclesfield. Now, when anything in order to a purchase is publicly transacted, and a third party knowing thereof, and of his own right to the lands intended to be purchased, and doth not give the purchaser notice of such right, he shall never afterwards be admitted to set up such right to avoid the purchase, for it was an apparent fraud in him not to give notice of his title to the intended purchaser."

TRAFFIC RETURNS

Canadian Pacific Railway

Year to date	1918	1919	1920	Increase
May 31	\$58,185,000	\$61,847,000	\$74,133,000	\$12,286,000
Week ending	1918	1919	1920	Increase
June 7	\$2,846,000	\$2,957,000	\$3,619,000	\$662,000
June 14	2,914,000	3,062,000	3,660,000	598,000
June 21	2,849,000	3,024,000	3,578,000	554,000
June 30 .. ..	.....	3,977,000	5,000,000	1,083,000
June 30	3,419,000	3,977,000	5,000,000	1,083,000

Grand Trunk Railway

Year to date	1918	1919	1920	Increase
May 31	\$17,909,748	\$20,208,273	\$28,219,006	\$2,010,733
Week ending	1918	1919	1920	Increase
June 7	\$1,012,481	\$1,619,870	\$1,956,529	\$316,656
June 14	1,113,729	1,693,589	1,935,993	262,404
June 21	1,164,354	1,746,055	2,013,144	267,689
June 30	2,411,295	2,196,478	2,926,623	730,165

Canadian National Railways

Year to date	1918	1919	1920	Increase
May 31 .. ..	.....	\$25,062,837	\$37,798,285	\$2,735,448
Week ending	1918	1919	1920	Increase
June 7 .. ..	.....	\$1,509,340	\$1,618,195	\$108,855
June 14	\$1,532,519	1,676,264	1,866,517	190,253
June 21	1,574,307	1,435,593	1,820,408	384,815
June 30	2,294,272	1,811,838	2,471,419	659,581

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.

Applications for Agencies Solicited in Unrepresented Districts

Head Office: CANADIAN BRANCH

COMMERCIAL UNION BUILDING, 232-236 ST. JAMES STREET, MONTREAL

W. S. JOPLING, Manager

THE CANADA

ACCIDENT & FIRE ASSURANCE COMPANY

Head Office, - - - MONTREAL

H. F. RODEN, Manager, Casualty Department

Local General Agents, (Fire)

G. U. PRICE & CO., LIMITED

Bank of Toronto Bldg., Montreal

T. H. HUDSON, Manager, Fire Department.
Policies Guaranteed by
Commercial Union Assurance
Company Limited

FIRE - MARINE - HAIL
AUTOMOBILE

ASSETS EXCEED
\$93,000,000



EAGLE STAR AND BRITISH DOMINIONS INSURANCE COMPANY LIMITED

J. H. RIDDEL, Manager for Canada OF LONDON, ENGLAND E. C. G. JOHNSON, Assistant Manager

HEAD OFFICE FOR CANADA - TORONTO

DALE & COMPANY, LIMITED - GENERAL AGENTS - MONTREAL AND TORONTO

THE FIRE INSURANCE COMPANY OF CANADA MONTREAL

Authorized Capital, \$1,000,000 Subscribed Capital, \$500,000 Paid Up Capital, \$200,000

GENERAL FIRE INSURANCE BUSINESS TRANSACTED

President: Hon. R. DANDURAND Vice-President and Managing Director: J. E. CLEMENT

Alliance Assurance Company, Limited

The Alliance of London, England, has once more surpassed its previous achievements in point of premium income. This is especially noticeable in the fire department, and when referring to the fire business, it is necessary to remember that the Alliance does not transact fire insurance in the United States, and is, therefore, at a disadvantage in respect of a large source of Fire income drawn upon by the other Companies from this wide field. Notwithstanding, this fact the Company's net premiums for 1919 have again shown a substantial increase. Net fire premiums for the year under review totalled \$8,481,226 an increase of nearly \$500,000 as compared with 1918. The select quality of the Company's fire business has again asserted itself, the loss requirement of \$3,360,024 figuring a ratio of 39.6 per cent. to premiums. Its high class connections, and the nature of its fire business is further strongly exemplified by its underwriting experience for the following four years, respectively 1915 Loss ratio 39.1 per cent.; 1916 Loss ratio 34.4 per cent.; 1917 Loss ratio 41.4 per cent. and 1918 Loss ratio 38.0 per cent. We might safely say, that, such a record at all events has never been excelled, and to our knowledge has never been equalled by any other large British Company.

After providing commission, expenses of management, etc., and making provision for 40 per cent. of the premium income for unexpired risks, the net results of the years trading shows an underwriting surplus on the fire account of \$1,291,090, which with interest \$432,555 added, makes a total of \$1,723,645 taken to profit and loss from the fire account.

In referring to the serious addition to the expenses of working the business, the Chairman said: "Fire insurance rates have not been raised generally, from what they were before the war, and no increases have been made to meet the constantly expanding cost of conducting the business. The addition to expenses last year were due also to the increased remuneration to the staff, and to the higher cost of materials generally." It might also be added that in addition to British taxation, the Company has to pay large amounts for taxes in the Dominions and in foreign countries.

The fire insurance fund has been increased to \$11,289,270. The Alliance is known as one of the great composite offices transacting an impor-

tant and vast business in other branches of insurance such as Life, Marine and Casualty. The total assets of the Alliance advanced during the year to the enormous sum of \$138,374,025.

Canadian Branch

With its magnificent resources and high prestige the Alliance of England is a familiar name in Canada where it has been operating for very many years, and while the fire department is the predominant factor in its Canadian business, as it is elsewhere, the Casualty branch now operating for just three years is showing most satisfactory expansion with careful underwriting. For many years the Company's affairs have been under the direction of Mr. T. D. Belfield, and during that period, the average loss ratio recorded in the Dominion in the fire department, must be a matter for congratulation to all concerned. During the year 1919, however, the best record was surpassed when net fire premiums amounting to \$351,981 was accompanied by a loss ratio of 30.78 per cent. Last year was, however exceptionally favourable for all companies operating in Canada when the average loss ratio was recorded of 42.01 per cent. against 50.63 per cent. in 1918, for 134 companies reporting to Ottawa. As is already well known, the Alliance, in addition, to its fire and Casualty branches, has recently extended its business in Canada to Hail, Burglary and Plate Glass insurance.

TWO PER CENT. OF THE POPULATION SUFFER FROM HEART TROUBLE

As a result of investigations made by the Metropolitan Life, it is shown that about two per cent. of the population of the United States suffer from serious heart impairments, and that there has been no marked decline in the death rate from heart trouble in recent years, the disease now having reached first place in the list of causes of death among the general population. No doubt a similar investigation in Canada, would prove similar results, in proportion to the population.

It is now advocated that preventive work in relation to heart troubles should be given careful and general attention; but the company states that it will require the combined efforts of medical practitioners, those engaged in school medical inspection, in industrial hygiene and in general public health work, to discover incipient cases, to advise cardiac patients as to personal and occupational hygiene, and otherwise to safeguard those having impaired hearts. If such steps are taken it ought to lead to a more favorable death rate in middle life for the next generation.

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The GLOBE INDEMNITY COMPANY of Canada

The CANADIAN FIRE INSURANCE COMPANY

Applications for Agencies Solicited

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

CANADIAN DEPARTMENT - - 22 ST. JOHN STREET, MONTREAL

W. E. FINDLAY, MANAGER

AGENTS WANTED

"THE OLDEST SCOTTISH FIRE OFFICE"

Caledonian Insurance Company

OF EDINBURGH

FOUNDED 1805

Caledonian-American Insurance Company

OF NEW YORK

Head Offices for Canada: - DOMINION EXPRESS BUILDING, - MONTREAL

JOHN G. BORTHWICK, Canadian Manager

LONDON & SCOTTISH ASSURANCE CORPORATION LIMITED, OF LONDON, ENGLAND

Formerly LONDON & LANCASHIRE LIFE & GENERAL ASSURANCE ASSOCIATION, LIMITED
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AUTOMOBILE LIABILITY and FIRE
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Head Offices for Canada: LONDON & SCOTTISH BUILDING, MONTREAL

Total Funds and Assets Exceed \$25,500,000

Fire Manager, C.E. CORBOLD Casualty Manager, J. UPTON FLETCHER Secretary and Actuary, W.H.R. EMMERSON

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ROYAL INDEMNITY COMPANY

Mr. Chas. H. Holland, President, Royal Indemnity Company, New York, has been visiting the Canadian branch at Montreal, this week. The Company recently entered Canada and is now operating in the provinces of Ontario and Quebec in the various lines of Casualty and Guarantee insurance, etc., with head office in the Royal Building, Montreal. Although a very young company (incorporated in 1911) the Royal Indemnity has made rapid strides, and is now among the leaders in the Casualty field on this continent.

FARM FIRES NUMEROUS

An analysis of the causes of upwards of 38,000 farm fires in the United States in 1918, made by

the National Board of Fire Underwriters, shows that the principal known causes of loss, aside from exposure fires, are lightning, defective chimneys and flues, sparks on roofs, and matches and smoking. The lightning losses constituted, in amount about twenty-two per cent. of the total loss, and defective chimneys and flues accounted for about eleven per cent. of the total amount. Those due to unknown causes made up thirty per cent. of the total. It is evident that some effective means of preventing lightning losses still remains to be applied to a great many buildings throughout the country, and farm buildings are apparently peculiarly susceptible to the attacks of lightning.

Spectator.

ASSETS OF CANADIAN LIFE COMPANIES

Assets of the Canadian life insurance companies were increased during 1919 by over \$29,000,000 to the new high figure of \$376,476,890. This phenomenal increase, following one of \$26,000,000 during the year 1918 and of \$24,000,000 during 1917, is primarily of course a result of the extraordinary wave of expansion in new business which the companies have enjoyed during the last two years and particularly during 1919. To some extent, also, it would appear to be a consequence of the marked diminution in the lapse and surrender rate which the companies have been able to effect. It is noted in the new insurance report that the total of lapses and surrenders last year was only 23.32 per cent. of the new business written in 1919, compared with 32.56 per cent. in 1918, and with an average for the five-year period ended in 1918 of 44.43 per cent. In view of the very large figures which the companies' annual new business has now reached, so marked an improvement as this in lapses and surrenders must necessarily have a considerable effect upon the showing of assets. Had the companies not been obliged to contend with the influenza epidemic in the early months of 1919, the probabilities are that the increase in their assets last year would have easily exceeded \$30,000,000, their claims from this cause alone in the first three months of the year being \$3,000,000.

The following table shows the companies assets at 31st December, 1918 and 1919:—

	Amount 1918	Amount 1919	Per cent. to Total Assets 1919
Real Estate	16,208,949	16,791,000	4.4
Mortgages	90,533,850	91,325,101	24.2
Loans on Collateral	1,224,005	1,761,166	0.4
Policy Loans	43,788,718	44,611,927	11.6
Bonds and Debentures	157,053,669	179,510,373	47.7
Stocks	21,868,184	24,979,354	6.6
Cash	3,874,279	2,400,405	0.6
Interest and Rents due and accrued	6,911,159	8,066,539	2.1
Outstanding premiums	7,775,726	9,019,887	2.4
Other Assets	73,004	292,068	0.0
Total Assets	347,614,508	376,476,890	100.0

The greater part of the increase in assets reported by the companies in 1919 took place, it will be observed, in their holdings of bonds and debentures which were enlarged during the year by \$22,500,000 to \$179,510,373, at which level they approach closely one-half of the companies' total assets. Substantial subscriptions to the last of the War Loans as well as the steady purchase of provincial and municipal issues throughout the year account for this increase. With regard to the companies' holdings of bonds, it may be pointed out that no advantage now accrues to life insurance companies in holding the tax-free Victory Loans in preference to other bonds, since the companies' funds are not subjected to federal taxation, except that portion of the profits which is transferred to

shareholders' account. Owing to their freedom from taxation, the earlier issues of War Loans will always sell at a somewhat higher figure than the corresponding taxable issues, and with any improvement in the bond market, it would appear that life insurance executives might well consider the question of exchanging tax-free Victory Bonds for other high grade bond issues, yielding a somewhat higher return. There need be no fear of the companies' patriotism being challenged on this account. They did their duty in an altogether admirable way, in taking up these issues when they were first issued, and the sale of these bonds to other investors to whom the tax-free feature is a matter of importance is now merely a matter of ordinary business acumen.

The relatively important increase in the amount of stocks held \$3,000,000 follows an expansion of \$1,200,000 in 1918, and is a decidedly unusual event in comparison with the record of many years past. The increase, however, is undoubtedly mainly accounted for by the taking up of new stock offered by the banks during the year. In the aggregate the life insurance companies are important holders of the stocks of the Canadian banks, and the recent marked expansion in the capital accounts of the latter is now reflected in the growth of the life companies holdings of stocks.

The "stand-pat" position of mortgages during 1919 follows a substantial decrease in preceding years in the total holdings of this form of security. Following the "boom" in mortgages of some years ago, the companies' experience with them has not been a particularly happy one, and we imagine that, after the severe lesson some of the companies have had, it will be a number of years before mortgages will again assume the importance in the companies statements of assets which they held some five or six years ago. The present generation of insurance executives at all events, is not likely to be tempted into again lending large amounts of funds on mortgages during a real estate boom at fancy rates out of line altogether with the rates paid at the time for funds borrowed for other purposes.

Of the other classifications of assets, the small net increase of approximately \$830,000 in policy loans may be noted. This is the smallest net increase in these loans for many years' past and is a reliable indication of the extent to which the ordinary man was provided with funds during last year. The increases in interest and rents due and accrued and in outstanding premiums, are of course, a natural result of the expansion of the companies' business.

As the years go on, and the total of the companies' assets, goes rolling up, one cannot but be impressed with the enormous investing power which the life companies represent, and the great part

Guardian Assurance Company Limited

The Guardian Assurance Company Limited, enjoyed during the year 1919 a thoroughly satisfactory years business. Signs of increased activity on the part of the company are not wanting, as it approaches the centenary of its foundation in 1921. That it has been possible to exceed the magnificent record of 1918, is a result that none will refrain from offering hearty congratulations. The Guardian is a composite office, and the advance is not confined to any single section of the business.

Fire Department

The fire premiums after deducting re-insurances show a growth of no less than \$1,148,270 for the year 1919, over 1918, and amount to \$5,110,615 as against \$3,962,350. The amount absorbed by losses totalled \$2,342,520 figuring a favourable loss ratio of 45.83 per cent. The expenses of management, including Fire Brigade charges and commission amounted to \$1,912,495, being 37.42 per cent. of the premiums. The Company applied the very generous sum of \$255,904 towards the depreciation of securities, which amount has been provided for out of the profits of the year in the fire department. The total fire funds have been increased from \$4,727,235 to \$5,280,345, and the total assets from \$46,679,985 to \$48,001,755. It cannot be expected that the fire losses of the future will continue to be as favourable as those experienced during the past year or two, but in any event the consistent conservatism of the management, shown by the liberal allocations which have been made to reserve for many years, has placed the Company in a position, where the conflagration hazard, can be regarded with equanimity. The Company's strong financial standing should warmly commend it both to existing policyholders and new insurers.

Accident Department

The accident, burglary and general assurance departments, have also made most satisfactory progress for the year under review, the premiums receipts amounting to \$1,914,278 show an increase of nearly \$400,000 as compared with 1918. Losses were somewhat higher figuring at 46 per cent of the premiums, as compared with 40.14 per cent. in 1918.

The total funds in this department have been increased by over \$130,000 to \$1,442,330.

The Guardian in Canada

Under Mr. H. M. Lamberts management, the Canadian department has been for some years, the Company's most important branch. Following a growth of over \$168,000 in premium income in 1918 as compared with 1917, the net fire premium income in Canada of the Guardian for 1919 amounted to \$1,433,698, an increase of approximately \$100,000. With one exception, this was the largest fire premium income received in Canada

during 1919 by any other Company. Accompanying this remarkable expansion was a most favourable loss ratio of 45.44 per cent.. The Guardian has been operating in the Dominion for the past fifty years, or for about half of its entire long history of 100 years.

The Guardian Insurance Company of Canada, owned and controlled by the Guardian Assurance Company, is transacting, both fire and casualty business in Canada, and is making most satisfactory progress in both departments.

CHANGE OF BENEFICIARY

According to a decision of the Common Pleas Court of Hamilton county, Ohio, mere designation, by writing, of a new beneficiary under a fraternal order insurance policy, without compliance with rules of the order, is of no force and effect.

The case was that of the wife of Wm. B. Arnold against the Brotherhood of Locomotive Firemen and Engineers. Arnold carried a policy in that organization for \$3000. He had designated his two sisters as beneficiaries. He then married and attempted to transfer the policy to his wife by filling out the printed form on the back of the policy designating her as sole beneficiary. Under rules of the organization this had to be certified to by that organization and a new policy issued. But this was neglected. Mrs. Arnold kept the policy until her husband's death, when she sought to collect on it.

Because no proper change of beneficiary had been made, the organization refused payment to the widow who then brought suit. The sisters moved for judgment on the ground that no change of beneficiary had been made under the society's rules. The court sustained that contention and gave them judgment for the amount of the policy.

Assets of Canadian Life Companies.—Continued. they play in the development of the Dominion through the exercise of their functions of gathering in small sums and lending funds in bulk where they are required. It may be said that from this point of view the life insurance companies are only surpassed in the importance of their services to the community by the banks. The expansion of the companies' invested assets also means additional responsibilities, and it is to be hoped that the policy which has been inaugurated by a number of the larger companies during recent years, of having a staff of specially trained officials responsible for the companies' investments will be continued. There is no greater responsibility in a life insurance organization than that of the investment of the policyholders' funds, first, and always, with safety, secondly, to yield a regular and remunerative return.



**LONDON &
LANCASHIRE
FIRE**
INSURANCE COMPANY
LIMITED

Security - - \$42,000,000

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

PROVINCE OF QUEBEC BRANCH
146 Notre Dame Street West, MONTREAL



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

**PERSONAL ACCIDENT
SICKNESS
FIDELITY GUARANTEE**

**PLATE GLASS
AUTOMOBILE
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. B. HUGHES, Special Agent, WATERLOO, ONTARIO
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. 1710)

CANADA BRANCH, MONTREAL
T. L. HOSCHKE, District Manager.

NORTH WEST BRANCH, WINNIPEG,
THOS. BRADY, 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 Hill.
MONTREAL

Agents wanted in unrepresented towns in Canada.

W. D. AIKEN, Superintendent, COLIN E. SWORD
Canadian Manager.
Accident Dept.

SUCCESS IN SELLING LIFE INSURANCE

Depends chiefly upon how hard Salesmen work, and the excellence of their service to clients. The more you put into it the more you will get out of it. Let "Greater Service to Policyholders" be your motto for 1920, and if you want a good position with a progressive Company, apply stating experience and references, to

M. D. McPHERSON, Provincial Manager, 180 St. James Street, MONTREAL, P.Q.

THE CONTINENTAL LIFE INSURANCE CO.

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

FIRE, ACCIDENT, SICKNESS, BONDS, CASUALTY,
AUTOMOBILE, BURGLARY, PLATE GLASS, HAIL

ALLIANCE ASSURANCE CO., LIMITED,

OF LONDON, ENGLAND

EXTRACTS FROM THE COMPANY'S REPORT FOR THE YEAR 1919

Premiums	\$22,398,260
Interest from Investments	4,847,580
Total Income	<u>\$27,245,840</u>

FUNDS OF THE COMPANY

Paid-Up Capital	\$ 5,000,000
Life Assurance and Annuity Funds	89,890,165
Sinking Fund and Capital Redemption Fund	5,078,030
Fire Insurance Fund	11,289,270
Marine Insurance Fund	8,891,205
Casualty and Miscellaneous Insurance Funds	3,602,635
General Fund	1,014,850
Reserve for Contingencies arising out of the War	500,000
Reserve for Excess Profits Duty not yet adjusted	1,349,689
Reserve for Outstanding Claims and other Liabilities	7,047,305
Profit and Loss Account	4,710,885
Total Assets	<u>\$138,374,025</u>

(\$5 taken as equivalent to £1 Stg.)

CANADIAN BRANCH :

39 ST. SACRAMENT STREET, MONTREAL

T. D. BELFIELD, Branch Manager

Prudential Trust Company

LIMITED

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

B. HAL. BROWN, President and Gen. Manager

The Standard Life Assurance Co.

Established 1825 Incorporated 1910
 Accumulated Funds - - \$68,000,000
 Over \$10,000 paid daily in claims.

1870 - Our Golden Jubilee - 1920

MUTUAL IN PRINCIPLE: MUTUAL IN PRACTICE

Prosperity has attended every step in the march of the Mutual from the opening of its long campaign in 1870 down to the present, and much of that success has been due to the practice of the principle of mutual-ity which has characterized all ranks of the ever-increasing army. Obstacles have been removed, diffi-culties overcome and a long succession of victories achieved by co-operation. The most vital force in the world. The objective of the **Mutual Life of Canada** since its organization in 1869 has been "to furnish the largest amount of genuine life insurance at the lowest possible net cost." This objective has been attained as actual results clearly show. The limited number of lapses indicates a membership of satisfied policyholders while the rapidly expanding business reveals the growing of the Company. Join our victor-ious march

—BE A MUTUALIST—

THE MUTUAL LIFE ASSURANCE CO. OF CANADA

WATERLOO, - - ONTARIO
 Hume Cronyn, M.P., Pres. Charles Ruby, Gen.-Man.

The Travellers Life Assurance

Company of Canada

HEAD OFFICE: MONTREAL

Hon. GEO. P. GRAHAM, President

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

First British Insurance Company Established in Canada

A.D. 1804

Phoenix Assurance Co. Limited

OF LONDON, ENGLAND (Founded 1782)

FIRE LIFE MARINE

TOTAL RESOURCES, over \$97,000,000.00
 CLAIMS PAID EXCEED. \$50,000,000.00

DEPOSITS with Federal Government and Investments in Canada, for security of Canadian policyholders only, exceed - \$700,000.00

AGENTS WANTED IN BOTH BRANCHES. Apply to

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

100 Francois Xavier Street - MONTREAL

WESTERN

Assurance Company

Incorporated in 1851

HEAD OFFICE, - TORONTO, Ont.

FIRE, MARINE, AUTOMOBILE, EXPLOSION,
 RIOTS, CIVIL COMMOTIONS AND STRIKES

ASEETS - over - \$8,000,000.00

Losses paid since organization
 of Company . . . over \$77,000,000.00

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Alfred Cooper, London, Eng.	Lt.-Col. the Hon.
H. C. Cox	Frederic Nicholls
John H. Fulton, New York	Brig.-Gen. Sir Henry
D. B. Hanna	Pellatt, C.V.O.
E. Hay	E. R. Wood

W. B. MEIKLE, C. S. WAINWRIGHT,
 Pres. and Gen. Man. Secretary

A. R. PRINGLE, Canadian Fire Manager

ROBERT BICKERDIKE
 Branch Manager for Province of Quebec
 MONTREAL

A BRITISH COMPANY

Union Insurance Society of Canton, Limited

ESTABLISHED 1833

Head Office: HONGKONG

Assets over \$24,000,000

A combination of AGE, MAGNITUDE and EXPERIENCE
FIRE, MARINE AND AUTOMOBILE

Head Office for Canada, 36 Toronto Street, TORONTO

General Agent Montreal, JOSEPH ROWAT

Manager for Canada, C. R. DRAYTON

CANADIAN FIRE RECORD

Fire at Chute aux Galets, P.Q.—On June 20th a fire occurred in the Contractors Camp of Fraser Brace & Co., Ltd., owned by Price Bros. & Co. It is stated that the damage was caused by bush fires. The following companies are interested:—American Central, \$10,000; Aetna, \$15,000; Atlas, \$20,000; British Northwestern, \$5,000; British Colonial, \$10,000; British Crown, \$15,000; British Dominions, \$17,500; British Traders, \$15,000; Caledonian, \$10,000; Canada Accident, \$10,000; Canada Security, \$5,000; Century, \$5,000; Car & General, \$5,000; Employers, \$10,000; Equitable, \$5,000; Firemens Newark, \$5,000; Firemens Fund, \$5,000; General of Paris, \$10,000; Glens Falls, \$10,000; Globe & Rutgers, \$20,000; Guardian, \$5,000; Guardian of Canada, \$5,000; Girard, \$10,000; Imperial Und., \$5,000; London Guarantee, \$10,000; Mount Royal, \$5,000; Nat. of Paris, \$10,000; National Union, \$10,000; New York Und., Agency, \$5,000; Niagara, \$10,000; North America, \$5,000; North Brit., \$10,000; North Empire, \$10,000; Northern \$20,000; National Benefit \$10,000; Norwich Union, \$10,000; New Jersey, \$2,500; Occidental, \$7,500; Palatine, \$5,000; Prov. Wash., \$5,000; Royal Scottish, \$10,000; Scottish Union, \$2,500; Springfield, \$5,000; Sun, \$10,000; Scottish Metropolitan, \$10,000; Union of Paris, \$5,000; Union of Canton, \$15,000; Yorkshire, \$5,000; United States, \$5,000; Vulcan, \$5,000; Fire of Canada, \$5,000. Total \$450,000. Loss estimated at about 50 per cent..

Fire at Niagara Falls, Ont.—On the 3rd inst. a large Hydro boarding house was destroyed by fire. Loss about \$10,000.

Fire at Cold Springs, Ont.—On June 30th a fire destroyed the cheese factory, the property of H. R. Free Cobourg, and had not operated for two years. It is stated the building was insured.

Fire at Bolder Creek, B.C.—On the 2nd inst. a fire destroyed one million feet of skidded logs in the camp of Rigg & Wilder.

Fire near Bowmancville, Ont.—On the 3rd lightning struck and destroyed the barns on the farm of Alfred Hardy, about four miles north of Bowmanville. Loss about \$5,000, insurance stated to be \$1,500.

Fire at Montseal.—On the 3rd instant the saw mill and large quantity of lumber, the property of the Harbor Commissioners on Bickerdike Pier, were destroyed by fire.

Fire at Toronto—On the 5th instant a fire damaged the premises and contents of the Ontario Wrecking & Construction Company, 1348 Dufferin St. Loss about \$5,000.

Fire at Jasper, Alta.—On the 3rd instant the Bonner Home and two other houses were destroyed as a result of a fire. Five lives lost in the Bonner Home.

Fire at Fleming, Sask.—On the 1st instant, the home of Mrs. Harry Bowering was destroyed by fire. Two children lost their lives.

Fire at New Glasgow, N.S.—On the 7th instant, a fire destroyed the workshops of the Maritime Bridge Company, a subsidiary of the Dominion Bridge Co., and employed about 200 men. As we go to press an estimate of the heavy loss is not available.

SERVICE

We have written much on the question of FIDELITY-PHENIX SERVICE. We want Canadian insurance agents to understand the advantages of that service. We cannot send samples,—as if we were selling toothpaste,—but we can give you the opportunity to profit by this advertisement.

Don't put it off. Write us immediately for particulars.

FIDELITY-PHENIX FIRE INSURANCE COMPANY

OF NEW YORK.

HENRY EVANS, President.

FIRE AUTOMOBILE PROFITS

CANADIAN HEAD OFFICE: 17 ST. JOHN ST., MONTREAL.

W. E. BALDWIN, Manager

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**

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 E. Hay
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THOMAS F. DOBBIN, Resident Manager
MONTREAL

THE LONDON MUTUAL FIRE

INSURANCE COMPANY
 ESTABLISHED 1800

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



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 F. D. WILLIAMS Vice-President
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 W. H. HUNTER W. J. WILCOX

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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

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Established 1864

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Registered

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 Murphy, Love, Hamilton and Bascom
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 Osler 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

Union Insurance Society of Canton, Limited

Mr. C. H. P. Hay, deputy general manager of the Union Insurance Society of Canton passed through Montreal on the 5th instant from the head office at Hong Kong, en route to England. He was accompanied by Mr. C. R. Drayton, manager for Canada as far as Quebec from which port he sailed for England. Mr. Hay proposes to visit Canada again in November on his return. He expressed himself as being much impressed with the great strides being made in the business of both the Union of Canton and British Traders since these Companies entered Canada, and looks forward to further expansion.

ASSENT TO SUBSEQUENT INSURANCE

If an insurance policy contains the usual clause that "The Company is not liable for loss if any subsequent insurance is effected in any other company unless and until the company assents thereto," and the insured effects insurance in another company without notifying the first company, and a loss occurs, and the first company by its general agent, knowing that the second insurance has been effected, appoints an adjuster with authority to settle with the insured, is the appointment of the adjuster under the above circumstance an assent on behalf of the first company to the subsequent insurance?

In the case of the National Benefit Insurance Company vs McCoy the Supreme Court of Canada said "Yes," holding that the appointing of the adjuster under the above circumstance and with knowledge of the subsequent insurance, is an assent which will bind the company.

The Court decided, first of all, that a general agent was authorized to assent to the subsequent insurance.

"I do not see how otherwise the business of the company could be carried on if the general agent could not give such an assent to subsequent insurance in another company as the condition in this case calls for. Such assent is not required by the condition to be in writing. Cases calling for it must constantly arise. If they have necessarily to be referred to the head office in London for the formal assent of the company, then much valuable time would be lost. It is a question peculiarly for the general agent whose knowledge must govern in any such case to say whether assent would be given or not. As general agent he has policies

placed in his hands already signed by the company's officers in London and good only when countersigned by him," said the Court.

In holding that the appointing of the adjuster with authority to settle the loss, and with knowledge of the subsequent insurance, was an assent thereto, the court said:—

"The mere appointment of an adjuster to adjust the loss under the policy might not be sufficient to indicate any assent to subsequent insurance but in this case the evidence shewed specific authority given to the adjuster, by the general agent, to pay the assured in full settlement of her claim the company's proportion of the loss."

The reader, however, should compare with the McCoy case the case of the Western Assurance Company vs Doull. In this case the policy contained a provision that subsequent insurance would invalidate the policy unless notice in writing were given and such subsequent insurance endorsed on the first policy.

The insured effected further insurance and verbally notified the agent, but there was no endorsement, made on the policy, and, a loss having occurred, the damage was adjusted by the company's inspector, and neither he nor the agent made any objection to the subsequent insurance.

In this case the Supreme Court of Canada held, first, that the breach of the condition re subsequent insurance and endorsement thereof voided the policy.

"This subsequent insurance was not at once notified to the company in writing, nor was it endorsed on the policy in suit granted by the company or otherwise acknowledged in writing, in default whereof the policy thenceforth ceased and became of no effect," said the Court.

Second, that the agent, being a mere local agent and not a general agent as in the McCoy case, had no authority to waive the conditions of the policy. On this point the Court said:—

"The condition in the policy is one which must be complied with or waived. The company, by signing a condition of that kind, reserves to itself the right to withdraw the policy in case of further insurance. The question is one which cannot be decided by a mere local agent. He may receive the notice for transmission, but he cannot act on it, it must be brought to the notice of some person authorized by the company to continue the insurance after notice has been given them. It has been decided in a number of cases in England that a local agent has not such authority, and a mere notice to him, even in a case where he is acting for another company taking the further risk, has been held to be no notice to the company."



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, Explosions 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 Risks) 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

Canadian Head Office: Ocean Insurance Building, TORONTO

W. T. PERRY,
Manager for Canada

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
701 LEWIS BUILDING, MONTREAL

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Branches: WINNIPEG CALGARY VANCOUVER

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A Plan Clerk in a large British Fire Office. Apply giving age, experience and salary desired, to,
Plan Clerk,
Care The Chronicle,
Montreal.

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By British Fire Office experienced Clerk, for endorsements and cancellations. Address,
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WANTED

A Fire Insurance Office requires a bright young man as Inspector for Ontario. Must have insurance experience and good organization ability. Apply, with full particulars, to,
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Montreal.

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For a large Insurance Brokerage Office, young man familiar with the business. Apply, stating age, experience and salary expected to,
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WANTED

Experienced book-keeper for Casualty Department of old established British Company. Apply, stating age, experience and salary expected to,
Casualty,
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Montreal.

FOOLING YOURSELF

It's easy to find an excuse for your weakness.

The Northern Assurance daily bulletin writer says:

It's easy to find an excuse for one's weakness. 'System' says, 'You can't fool your wife, or your boss, or your friends, but there is one person you can fool every day in the week, and that one is yourself.'

"You are fooling yourself when you think you need a lot of printed matter and sample policies with which to convince your prospects.

"You are fooling yourself when you think it is necessary to discuss the respective merits of the democratic and republican parties for reconstruction, the goodness or badness of the non-partisan league, so as to get acquainted with your prospect.

"You are fooling yourself when you think you sleep until 8 a. m., so as to keep in good condition.

"You are fooling yourself when you think there's no use trying to sell today because it is raining.

"You are fooling yourself when you think that people have to spend all they make on food, clothing and rent, and have no money left for health and accident insurance.

"If you talk insurance to half a dozen people a day you'll sell some insurance, unless you're such a punk salesman you couldn't make a sale if some one came to your home and said, 'Please sell me a policy.'"

NEED OF ADEQUATE COVERAGE

James J. Hoey, vice-president of the Continental, has sent the following interesting letter to the agents of the company, and others, calling their attention to the need of adequate coverage in view of increasing costs: Your attention is called to the constantly increasing cost of labor and materials, and the consequent increase in the value of buildings, machinery, merchandise and household effects, making it imperative that the amount of insurance on property of all kinds be increased to comply with the co-insurance clause of the standard fire insurance policy.

Architects and builders report that building costs are 90 per cent. to 100 per cent. higher at the present time than five years ago, and 15 per cent. to 20 per cent. than one year ago. Other values have increased proportionately.

It is respectfully suggested that you carefully consider the importance of increasing your insurance on a basis of present values and that you consult with your broker regarding the necessary steps to protect your values fully and properly.

Adjustments in case of loss are made on the basis of cost of replacement at the time of the fire, less proper allowance for depreciation, and if the amount of fire insurance carried is insufficient to cover *present values* the assured would be a co-insurer and, therefore, unable in many instances to collect the full amount of the loss.

This matter is important and requires prompt attention.



FIRE CASUALTY
The Northern Assurance Co. Limited
 Of England

ACCUMULATED FUNDS, 1918 . \$75,229,660.00
 Including Paid up Capital of \$4,010,100.00

Head Office for Canada: Lewis Building, 17 St. John Street, Montreal

ALEX. HURRY, Manager Casualty Department

G. E. MOBERLY, Manager

FIRE



HEAD OFFICE FOR CANADA
 17 ST. JOHN STREET
 MONTREAL

G. E. MOBERLY,
 MANAGER

THE FIRE
Royal Scottish
 INSURANCE COMPANY LIMITED
 of Glasgow, Scotland

This Company's contracts are guaranteed by
 The Northern Assurance Company Limited, of England

THE ST. PAUL FIRE AND MARINE INSURANCE COMPANY
 INCORPORATED 1865 ASSETS OVER \$13,000,000

REPRESENTED IN TORONTO BY
McADAM, SHERRITT & COMPANY
 General Agents

EXCELSIOR LIFE BUILDING

36 TORONTO STREET

BRITISH TRADERS' INSURANCE COMPANY, LIMITED

ESTABLISHED 1865
 HEAD OFFICE: HONG KONG HEAD OFFICE FOR CANADA: TORONTO

FIRE & MARINE INSURANCE

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

JOHNSON—JENNINGS, Inc., General Agents,
 MONTREAL.

Manager for Canada, C. R. DRAYTON

THE STRATHCONA
 FIRE INSURANCE COMPANY

HEAD OFFICE: MONTREAL,
 90 ST. JAMES ST.

"For ten years the STRATHCONA has pursued a safe and steady course and is now beginning to gather the fruits of its wise and sound policy."

FINED FOR ACCEPTING REBATE ON LIFE POLICY

Murray Dennison Sentenced by Court to Pay \$500 Fine.

Murray Dennison, of 560 Riverside Drive, New York, was sentenced last week in Part VI. Special Sessions Court, to pay a fine of \$500 for violation of section 1200 of the Penal Law. This section makes it a misdemeanor for a person to accept a rebate on a policy of life insurance. The maximum penalty for misdemeanor is \$500 fine and one year's imprisonment. The court, in passing sentence, said that the maximum fine was imposed, and said that because of the letters which had been received from well known and reputable citizens asking for clemency on behalf of the defendant and certifying as to his previous good character, no jail sentence was imposed. Rebating is an evil which is not confined to New York.

AMERICAN INSTITUTE OF BANKING

At the annual convention of the American Institute of Banking held last week in Boston, the following interesting quotation is taken from the resolutions adopted at the closing session.

"The world is facing courageously the period of reconstruction and readjustment. In our economic,

political and financial life, we are confronted by great and grave problems. Radicalism is rampant. Labor is restless. Prices are increasing. Production is slothful. Thrift is waning. Money rates are high. The call today is to strong men—men of courage and conviction—men of broad vision, keen intellect and sound judgment.

"Education of the individual offers a solution of these problems and education is the basic principle of our Institute. Increasing its scope each year, the value and efficiency of our educational program is manifested by the augmented number of certificate holders and by the promotion of Institute graduates to executive positions of trust and responsibility.

"As bank officers and employees, and as members of the American Institute of Banking, we can do much toward the solution of these perplexing problems, and we know that all delegates to this convention will return to their homes and financial institutions deeply impressed with the magnitude of these problems and determined that individually and collectively each will do his or her part in their solution.

"We pledge our services to the continued promulgation of Thrift, and we heartily endorse all movements having this objective."



She's Daddy's Girl-

The very sunshine of his life. He's planning great things for her---if he lives.

And if he dies---well, he's proud of the fact that she will then receive---regularly---each month---as long as she lives---a cheque from The Imperial Life to provide for her every need.

You can provide in this way for *your* little girl. Our free booklet tells all about it. Write for a copy. Address---

THE IMPERIAL LIFE
Assurance Company of Canada
 HEAD OFFICE - TORONTO

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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.

"Solid as the Continent" policies, coupled with splendid dividends and the great enthusiasm of all our representatives tell you why.

Get in line for success in underwriting. A North American Life contract is your opening. Write us for full particulars.

Address E. J. Harvey, Supervisor of Agencies.

NORTH AMERICAN LIFE ASSURANCE COMPANY

"Solid as the Continent"

HOME OFFICE - - TORONTO, ONT.

SIZE, STRENGTH, LIBERALITY

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.

Its policy conditions and dividend record have earned for it an enviable reputation for liberality, while its record for fair dealing is unexcelled.

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

SUN LIFE ASSURANCE COMPANY OF CANADA

Head Office: Montreal

T. B. Macaulay, President.



RAILWAY PASSENGERS ASSURANCE CO.
OF LONDON ENGLAND

DEPARTMENTS:

ACCIDENT, HEALTH, EMPLOYERS' AND PUBLIC LIABILITY, MOTOR CAR, ELEVATOR, TRAMS, PLATE GLASS, BURGLARY, AND FIDELITY BONDING

Head Office for Canada and Newfoundland - - - TORONTO

F. H. RUSSELL, General Manager

The Imperial Guarantee And Accident Insurance Co. of Canada

Head Office, 48 King St. W., TORONTO, Ont.

A Strong Canadian Company

Accident and Sickness Insurance

Guarantee Bonds

Plate Glass & Automobile Insurance

B. WILLIAMS, General Manager FRANK W. COE, Secretary

METROPOLITAN LIFE INSURANCE COMPANY OF NEW YORK

Paid for new business in Canada during 1919.	
Ordinary	\$61,559,058
Industrial	\$33,798,953
Total	\$95,357,111

Largest amount ever issued in Canada by any Company.

Amount of Insurance in force in Canada

December 31, 1919 \$336,193,990

Largest amount in force in Canada by any Company.

Number of Metropolitan policies held by

Canadians December 31, 1919 1,431,827

Largest number in force in any Company in Canada.

Investments in Canada exceed \$57,000,000

Subscriptions to Victory Loans \$24,137,550

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 - - MONTHLY

Guardian Assurance Co.

LIMITED, OF LONDON, ENGLAND

Capital Subscribed . . . \$10,000,000

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

Invested Funds Exceed . . . \$40,000,000

**Fire Insurances at
Moderate Rates**

The Guardian Insurance Company of Canada

TRANSACTS

**Accident, Liability, Automobile,
Guarantee, Plate Glass, Burglary
and Fire Insurance**

APPLICATIONS FOR AGENCIES INVITED

Head Offices: Guardian Building, 160 St. James St., Montreal

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

ROYAL INSURANCE COMPANY, Limited

OF LIVERPOOL, ENGLAND

LIFE DEPARTMENT

**LIBERAL POLICY CONDITIONS LOW NON-PARTICIPATING RATES
CONSISTENTLY HIGH PROFITS
TO POLICYHOLDERS.**

**UNIFORMLY MAINTAINED FOR
HALF A CENTURY**

UNAFFECTED BY WAR OR EPIDEMICS

**FIRE
AND
LIFE
INSURANCE**

QUEEN INSURANCE COMPANY

FIRE AND AUTOMOBILE INSURANCE ABSOLUTE SECURITY

J. H. LABELLE, Manager

