

The Chronicle

Banking, Insurance and Finance

ESTABLISHED JANUARY, 1881

PUBLISHED EVERY FRIDAY

Vol. XXXIX. No. 27.

MONTREAL, JULY 5, 1918

Single Copy 10c.
Annual Subscription \$3.00

THE GENERAL FINANCIAL SITUATION

While the numerous new bond issues placed recently in Canada's domestic market would tend at the outset to create an extra demand for banking credits, the transactions when finally completed would bring some relief to the money markets here. In cases where the bond dealers, perhaps operating in the form of syndicates, undertook to provide cash at once for the Canadian province or municipality issuing the bonds, there would doubtless be occasion for bank loans to enable the dealers to take up the bonds. Later, when the securities were distributed among investors, the loans would be cleared off and the situation relieved. In a few instances, the bond issues made here were for the purpose of repaying to Canadian banks, funds which had been advanced by them to redeem maturing bonds in New York. Of course in a case of that description the strain on the Canadian money market and the pressure on the Canadian exchange market materialize at the time the Canadian municipality's bankers pay off the American holders of the bonds. The bank must then make a special loan to the municipality covering the amount of the maturing issue, and it must, at the same time draw upon its American balances for the same amount.

When this is the procedure, the flotation of the new issue in our investment market probably eases the banking position. At any rate the bank that paid off the bonds secures repayment of its special loan—albeit in Canadian funds. On the other hand this bank or others acting for the bond dealers, would require to grant credit to them in connection with the flotation. Although the bank loans to municipalities appear in the May statement at a new high record, it is probable that the bond sales in June would effect some reduction. The May bank return throws a side light of the action of the foreign exchange market throughout June. It appears that the Canadian banks in the month of May were obliged to draw quite heavily upon their reserve of external call loans and banks balances. The call loans outside Canada were reduced by \$7,600,000, and the net foreign bank balances decreased about \$12,000,000. Thus the movement of the two items represented a draft of nearly \$20,000,000 upon the outside reserve. The foreign call loans at \$172,000,000 still compare fairly well with recent preceding records but the net bank balances at \$46,000,000, are lower than shown for any month since May, 1915. With reference to the foreign call loans it is to be remembered that a considerable part thereof is virtually earmarked against the liabilities of our banks in the form of foreign deposits

That is to say our bankers feel that they must keep these funds in call loans available for meeting the demands of their foreign creditors, and for other obligations of Canadian customers due abroad. Under the circumstances it is not surprising that the exchange market last month should be consistently strong and that the premium on New York drafts should have risen nearly to the 2½ per cent level. Early this week the announcement was made that the Capital Issues Committee of the American Government had approved of the flotation mainly in the United States, of \$5,000,000 six per cent equipment trust certificates of the Imperial Rolling Stock Company of Canada—the purpose being to provide funds for 10 locomotives and 2,400 freight cars for the Canadian Northern Railway. Press dispatches state that one reason prompting the Capital Issues Committee to assent to the issue of Canadian bonds at this time in the American market is that Canada's exchange rates will be beneficially affected. It is to be hoped that this flotation in the United States will be followed by others. While it is not likely that comparatively small loans of this description will immediately cut down the premium, they, nevertheless help to prevent a further rise to new high records.

In connection with the exchange situation, it is said that some American companies exporting large amounts to Canada, showed a marked disposition during June to allow their balances at Canadian banks to accumulate. These balances are created by the collections made from Canadian merchants and manufacturers importing the American companies' goods; and in the ordinary course the American concerns instruct their Canadian bankers to remit New York funds, when the balances reach certain figures. But with exchange at 2¼ per cent and higher, the loss on remitting became greater than heretofore, and consequently some of the companies are allowing the funds to remain here, in the hope that the exports of Canadian grain in the fall months will bring exchange back again nearly to par. These accumulating balances represent a liability which we shall be required to meet sooner or later.

Call loan rates and rates of discount on mercantile loans and discounts in Canada are virtually unchanged. In London the Bank of England rate is held at 5 per cent; money continues at 3 per cent with discount bills quoted 3½ and 3 9-16. Call loans in New York have ranged from 3 to 5 per cent. Although the supply of time money is still comparatively light, the market showed a slightly easier tone: 5¾ to 6 per cent being quoted. Mercantile paper continues strong at 6 per cent. Clearing house banks

(Continued on Page 701.)



BANK OF MONTREAL

ESTABLISHED 100 YEARS (1817-1917)

Capital Paid up, \$16,000,000

Rest, \$16,000,000

Undivided Profits, \$1,784,979

Total Assets - - \$426,322,096

BOARD OF DIRECTORS:

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

R. B. Angus, Esq.	Wm. McMaster, Esq.
Lord Shaughnessy, K.V.O.	Major Herbert Molson, M.C.
C. R. Hosmer, Esq.	Harold Kennedy, Esq.
H. R. Drummond, Esq.	H. W. Beauclerk, Esq.
D. Forbes Angus, Esq.	G. B. Fraser, Esq.
Colonel Henry Cockshutt	J. H. Ashdown, Esq.

Head Office: MONTREAL

General Manager—Sir Frederick Williams-Taylor

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

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

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

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

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

PRINCIPAL BRANCHES OUTSIDE OF CANADA:

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

G. C. CASSELS, Manager.

Sub-Agency: 9 Waterloo Place

Pall Mall, S.W.

Trafalgar Square Branch

CHICAGO: 108 South La Salle Street.

NEW YORK: 64 Wall Street

R. Y. HEDDEN

W. A. BOG

A. T. SMITH

Agents

SPOKANE: Washington.

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

THE CANADIAN BANK OF COMMERCE

Established 1867

Head Office: TORONTO

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

Rest - - - - 13,500,000

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

SIR JOHN AIRD, General Manager.

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

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

Great Britain—London. Mexico—Mexico City.

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

Newfoundland—St. John's.

Agents and Correspondents throughout the World

The Molsons Bank

Incorporated by Act of Parliament 1855

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

Reserve Fund - - 4,800,000

HEAD OFFICE - - MONTREAL

97 BRANCHES

Scattered

Throughout Canada

EDWARD C. PRATT

General Manager

THE BANK OF BRITISH NORTH AMERICA

Established in 1836 Incorporated by Royal Charter in 1840

Paid-up Capital - \$4,866,666
Reserve Fund, - 3,017,333

Head Office:

3 GRACE CHURCH STREET, LONDON, E. C. 3
 Capt. JACKSON DODDS W. S. GOLDBY
 Secretary Manager

Court of Directors

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

Head Office in Canada:

ST. JAMES STREET, MONTREAL

Advisory Committee in Montreal:

SIR HERBERT B. AMES, M.P.
 W. R. MILLER W. R. MACINNES
H. B. MACKENZIE, General Manager

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

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

Agents and Correspondents in every part of the world.

COLLECTIONS MADE AT LOWEST RATES

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

Agents in Canada for Colonial Bank, London and West Indies

G. B. GERRARD, Manager, Montreal Branch

The MERCHANTS BANK OF CANADA

HEAD OFFICE - MONTREAL
Capital Paid-up - \$7,000,000
Reserve and Undivided Profits 7,437,973
Total Deposits (May, 1918) 113,000,000
Total Assets (May 1918) - 144,000,000

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



DRAW ON YOUR CUSTOMERS

Through the Merchants Bank. With Branches in all parts of Canada, and correspondents abroad this Bank is in a position to present Drafts promptly, have them accepted and collect payment, with the least trouble and cost to you.

236 BRANCHES CANADA

Extending from the Atlantic to the Pacific

New York Agency: 63 and 65 Wall Street

ESTABLISHED - 1875

IMPERIAL BANK OF CANADA

DIVIDEND No. 112

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 July, 1918, and that the same will be payable at the Head Office and Branches on and after Wednesday the 1st day of August next.

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

By order of the Board,

E. HAY,

General Manager.

Toronto, 19th June, 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

462 BRANCHES THROUGHOUT CANADA

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

BRITISH WEST INDIES

Branches in Antigua, Bahamas, Barbados, Dominica,
Grenada, Jamaica, Montserrat, Nevis, St. Kitts,
Tobago, Trinidad, British Guiana and British Honduras
Spain, Barcelona, Plaza de Catalina 6

London, Eng.
Princes Street, E.C.

New York
Cor. William & Cedar Sts.

SAVINGS DEPARTMENT

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

Victory Loan Securities

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

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

THE DOMINION BANK

160 St. James Street, MONTREAL

M. S. BOGERT, Manager

THE BANK OF TORONTO

Incorporated 1855.

Head Office: TORONTO, Canada

Paid-up Capital, \$5,000,000. Reserved Funds, \$6,555,306

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

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

DIRECTORS.

W. G. GOODERHAM, *President*
J. HENDERSON, *Vice-President*
WILLIAM STONE,
JOHN MACDONALD
LT.-COL. A. E. GOODERHAM,
BRIG.-GEN. F. S. MERRICK,
J. L. ENGLISHART,
WM. I. GRAY,
PAUL J. MYLER,
A. H. CAMPBELL,
THOS. F. HOW, *Gen. Manager*
JOHN R. LAMB, *Assistant Gen. Manager*
D. C. GRANT, *Chief Inspector*

THE BANK OF NOVA SCOTIA

INCORPORATED 1832

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

Head Office - - - HALIFAX, N.S.

CHARLES ARCHIBALD, *President*
Genl. Manager's Office, TORONTO, Ont.

H. A. RICHARDSON, *General Manager*
Branches throughout every Province in Canada,
and in Newfoundland, Jamaica and Cuba
BOSTON CHICAGO NEW YORK

THE BANK OF OTTAWA

ESTABLISHED 1874

Capital Paid-Up
\$4,000,000
Rest \$4,750,000

94 BRANCHES
in
CANADA

The Home Bank of Canada

Original Charter 1854

Branches and Connections
throughout Canada

MONTREAL OFFICES:
Transportation Bldg., St. James Street

Notre-Dame Branch:
Cor. Davidson and Ontario Streets

Verdun Branch:
1318 Wellington Street



Items accepted for
Collection
on any point in Canada,
United States or
Elsewhere.

The Chronicle

Banking, Insurance and Finance

ESTABLISHED 1881. PUBLISHED EVERY FRIDAY
F. WILSON-SMITH, *Proprietor and Managing Editor.*

Office:

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

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

MONTREAL, FRIDAY, JULY 5, 1918

THE NEW BANK STATEMENT

As in the case of the statement for the month of April, the chief interest of the newly-issued bank return for May lies in the loan accounts. The outstanding feature is a substantial rise of \$10,727,711 in Canadian current loans and discounts, bringing these up to \$894,817,113, a new high record figure since the war began, and an increase over the corresponding aggregate at the close of May, 1917, of no less than \$49,926,524. In May last year, these loans decreased by \$35,633,308, and even under present conditions, some decrease in their total as goods were moved forward during the summer months might well have been anticipated. The considerable increase reported during the month of May, it may doubtless be surmised without indiscretion, is probably a reflection of immediate circumstances, which may be comparatively temporary in character, but are likely to last at least some months. With a relative, if slight, improvement in the English food position, the extraordinary shortage in shipping, and the pressing necessity of utilising every available ton of shipping for troop-movements, there has developed a considerable "backing-up" of goods, which under other circumstances would have gone forward freely. Recently-published figures of Canadian trade indicate this "backing-up" of which the increase in current loans and discounts is a reflection.

One effect of this jam in the forward movement of exports is to hamper the banks considerably in the matter of further urgent war financing. The necessary action consequent upon this state of affairs was strongly emphasised by Mr. Edson L. Pease, President of the Canadian Bankers' Association, in his circular to the general managers of the banks published at the end of last week. "It is clear," writes Mr. Pease, "that if the war requirements of the Government are to be financed without undue expansion of banking credits, not only must there be some reduction of existing credits, but there will have to be applied a rigid check upon the further expansion of credit in directions not clearly essential for the prosecution of the war, and for the health and necessary comfort of the people... Our problem is to convert less essential into more essential credit, and to convert less essential into more essential production and distribution of goods." The solution of that problem is not an easy one, as every banker knows. Its solution has not been found easy even in Europe, where the immediate pressure of the war is vastly greater than it is in Canada. Mr. Pease earnestly urges that loans for productive purposes, particularly loans to increase production on the

farm, must have the right of way, that a line must be drawn between essential and non-essential industries and all manufacturers be urged to carry as small inventories as possible. What effects will follow the issue of this circular remain to be seen. But its publication would appear to foreshadow a considerable tightening-up by the banks of their credit facilities with the idea of diverting yet further the energies and resources of the nation towards essential lines of war-production.

That pressure upon the banks for further necessary credits other than those for war purposes continues strong is seen in the further rise during May of municipal loans, which are reported at the new high record figure of \$57,728,226, a gain of \$2,042,876 for the month, and of \$12,711,390 for the year. That the municipalities are not securing funds for any other than absolutely essential expenditures goes without saying, but even with the utmost restriction in this connection, it is evident that the total of those loans will tend to show a steady rise during the coming months, since it is unlikely that there will be further large permanent or quasi-permanent borrowing operations by the municipalities this year beyond those recently completed.

With the demands of the commercial and industrial community upon the banks, call loans abroad were reduced during May by \$7,558,652 to \$172,259,879. Call loans in Canada were slightly increased during the month by \$969,232 to \$78,466,582, this growth probably being a consequence of financing in connection with the recent numerous issues of high-grade securities. The banks' security holdings were enlarged during the month by approximately \$7,600,000 to \$427,389,667, this increase being accounted for by a rise of \$8,123,565 in the British etc. securities held.

In notice deposits, there was a further substantial growth during May, the increase during the month being \$14,112,669 to \$947,757,337. But the concomitant heavy loss in demand deposits of \$22,853,490 to \$535,655,731, and that in face of the increase in current loans and discounts, suggests that a considerable part of the month's increase in notice deposits may be due to transfers from demand deposits. At their end of May level, notice deposits are fully \$55,000,000 higher than at the end of May last year, and about \$61,000,000 below their record total of \$1,008,657,874 reached in November last, immediately prior to the first payments in the Victory Loan. This low level, after feeling the full effects of that Loan, \$900,978,013 in January, has been recovered from in four months to the extent of \$47,000,000, and with a new Victory Loan coming out next fall about the same time as the last, it may fairly be anticipated that before the Loan's issue, notice deposits will equal, if not surpass their last year's record.

The end of May Dominion Government balances of \$117,664,042, an increase of \$22,892,823 during the month, show the accumulation of funds prior to the large disbursements in war-loan interest on June 1st. With the continued growth in deposits and current loans and discounts, the banks' reserve position took a decided dip during May. Cash deposits in the Central Gold Reserves and to secure note issues, foreign bank balances and foreign call loans were in a proportion of 24.6 to circulation and deposits of all kinds, compared with about 29 per cent at the end of April.



THE LIVERPOOL AND LONDON AND GLOBE INSURANCE COMPANY LIMITED

CANADIAN BRANCH HEAD OFFICE - MONTREAL

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



THE LIVERPOOL - MANITOBA ASSURANCE COMPANY

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

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

FIRE INSURANCE



The Globe Indemnity Company of Canada

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

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

== FIRE INSURANCE ==

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

DIRECTORS
 J. Gardner Thompson, President. Lewis Laing, Vice-President.
 M. Chevallier 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, 1868

ASSETS EXCEED \$22,000,000

DIRECTORS FOR CANADA:
 A. J. DAWES, Esq. H. B. MACKENZIE, Esq.
 E. F. HENDERSON, 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

THE HOME BANK'S REPORT

The Home Bank, of Toronto, reports again a relatively considerable forward stride in the development of its resources, in the annual statement for the fiscal period which ended on May 31st last. Public deposits show a particularly satisfactory enlargement, their total of \$15,682,750 comparing with \$12,640,419 at May 31st, 1917, a growth during the twelve months of nearly 25 per cent., well divided between interest-bearing and non-interest bearing deposits. Interest-bearing deposits now total \$11,539,487 against \$10,243,553, and non-interest bearing deposits, \$4,143,264 against \$2,396,865. Additionally to these public deposits, the Bank reports deposits by and balances due to the Dominion Government of \$3,151,326. Circulation is somewhat lower than last year, \$1,758,130 against \$1,815,785. But with the marked increase in deposits, the total of liabilities to the public is enlarged by nearly \$3,000,000 from \$18,332,806 to \$21,251,369.

On the other side of the accounts, coin and notes are approximately \$260,000 higher than a year ago at \$3,252,465 compared with \$2,975,544. Bank balances abroad again show the effect of the Bank's growing connections with the West's grain business, being now reported as \$747,851 against \$660,137 in 1917 and only \$207,690, in 1916. Call loans in Canada have been very substantially reduced during the fiscal period, their present total of \$939,910, comparing with \$2,625,237 a year ago. This heavy reduction is accounted for by increased calls in connection with national financing, and also, by the enlarged demands of the Bank's commercial customers. As regards the former, the Bank now reports securities held as \$5,198,716 compared with \$2,736,342 in 1917 and \$821,528 in 1916. Holdings of Dominion and provincial governments securities, which were stated in last year's balance sheet as \$831,600 now appear as \$1,548,211; Canadian municipal and British, etc., securities as \$2,727,322 against \$1,214,451, and railway and other bonds and stocks as \$923,172 against \$690,291. With reference to the enlargements of commercial demands the Bank's current loans in Canada at \$11,455,401 are over \$1,800,000 higher than a year ago, their 1917 total being \$9,614,690.

The total assets of the Bank at May 31st last reached an aggregate of \$23,675,774, a gain for the twelve months approaching \$3,000,000. Of these assets, \$11,073,183 are liquid, an increase of practically a million dollars over last year, and the substantial proportion to liabilities to the public of 52.1 per cent.

With the enlarged scale of its operations during the last twelve months, the Bank reports a moderate increase in earnings. Net profits are reported as \$228,963, compared with \$217,059 in the previous year. These earnings are equal to about 10.2 per cent upon the paid-up capital and rest combined, against 9.6 per cent in the previous year. With the balance of \$140,239 brought forward from the preceding period the total amount available is brought up to \$369,202. Dividends at the rate of 5 per cent per annum absorb \$97,362; the war tax on note circulation takes \$19,317; \$90,000 is reserved for depreciation of securities and contingencies; \$10,000 written off Bank premises account, and \$2,000 donated to the Canadian Patriotic Fund, the slightly increased balance of \$150,731 being carried forward.

ESTABLISHED 1873

Standard Bank

of CANADA

ESTABLISHED 1873.

QUARTERLY DIVIDEND NOTICE,
No. 111.

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 31st July, 1918, and that the same will be payable at Head Office in this City, and at its branches on and after Thursday, the 1st day of August, to Shareholders of record the 22nd July, 1918.

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

Toronto, March 23rd, 1918.

LLOYDS BANK LIMITED,

HEAD OFFICE: 71, LOMBARD ST., LONDON, E.C. 3.

CAPITAL SUBSCRIBED	(55 = £1.)	\$156,521,000
CAPITAL PAID UP		25,043,360
RESERVE FUND		20,000,000
DEPOSITS, &c.	(December, 1917)	873,489,725
ADVANCES, &c.	do.	307,333,545

THIS BANK HAS NEARLY 900 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.

FRENCH AUXILIARY:

LLOYDS BANK (FRANCE) & NATIONAL PROVINCIAL BANK (FRANCE) LIMITED.



Commercial Union

ASSURANCE COMPANY LIMITED
of LONDON, England

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

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

Palatine

INSURANCE COMPANY LIMITED
of LONDON, England

(As at 31st December, 1916)

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

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

Applications for Agencies Solicited in Unrepresented Districts

Head Office: CANADIAN BRANCH

COMMERCIAL UNION BUILDING, - 232-236 St. James Street, - MONTREAL

J. McGREGOR, Manager

W. S. JOPLING, Assistant Manager



THE Continental Insurance Company

OF NEW YORK

HENRY EVANS,

President

"THE BIG COMPANY"

TORNADO

FIRE

MARINE

ASSETS EXCEED \$35,866,635

S. E. BALDWIN,
Manager

Head Office for Canada and Newfoundland:
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

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

11 ST. SACRAMENT STREET
MONTREAL, P.Q.

THE GENERAL FINANCIAL SITUATION

(Continued From Front Page.)

in New York in their Saturday statement were able to show an increase of \$124,800,000 in surplus reserves—their aggregate of reserve being \$663,000,000; and the excess, \$171,900,000. Loans decreased \$66,900,000; reserve in Federal Reserve Bank increased \$128,800,000; and net demand deposits increased \$27,800,000.

The Federal Reserve Bank of New York, in its weekly statement reported a gain of \$102,000,000 in gold reserve, while discounts of commercial paper and advances made to member banks decreased \$124,000,000. It is to be noted that the Federal Reserve Bank notes outstanding now are \$612,200,000, as compared with \$229,200,000 on the corresponding date of 1917. With reference to the gold movement from Canada to New York in May, on account of the Canadian banks, it appears that most of the metal came from Central Gold Reserves. On April 30, 1918, the banks had \$19,710,000 gold in the Central Reserves, and the total had fallen to \$13,710,000 on May 31, 1918. The total amount on deposit in Central Reserves did not, however, change materially—the \$6,000,000 gold withdrawn being replaced by a like amount of Dominion notes.

TRAFFIC RETURNS.

Canadian Pacific Railway.				
Year to date	1916	1917	1918	Increase
May 31 ...	\$49,909,000	\$56,569,000	\$58,185,000	\$1,616,000
Week ending	1916	1917	1918	Increase
June 7 ...	2,674,000	2,927,000	2,846,000	*81,000
" 14 ...	2,920,000	3,165,000	2,914,100	*63,700
" 21 ...	2,631,000	2,939,000	2,849,000	*90,000
Grand Trunk Railway.				
Year to date	1916	1917	1918	Increase
May 31 ...	\$22,162,815	\$24,274,445	\$25,569,375	\$1,285,930
Week ending	1916	1917	1918	Increase
June 7 ...	\$1,147,091	\$1,333,194	\$1,383,669	50,475
" 14 ...	1,113,418	1,348,185	1,541,392	193,207
" 21 ...	1,152,446	1,441,424	1,621,993	180,569
Canadian Northern Railway.				
Year to date	1916	1917	1918	Increase
May 31 ...	\$12,669,200	\$15,564,600	\$16,562,700	998,100
Week ending	1916	1917	1918	Increase
June 7 ...	\$1,107,091	\$906,700	\$843,100	*\$1,690
" 14 ...	880,400	916,800	853,000	*251,000
" 21 ...	744,300	911,400	916,300	4,900

*—Decrease.

LONDON & LANCASHIRE LIFE & GENERAL ASSURANCE ASSOCIATION, LIMITED.

The London & Lancashire Life & General Assurance Association, Limited, established in 1862, is one of the old British Life Officers which for the greater part of its long career was a life office pure and simple. In 1910 the London & Lancashire Life Assurance Company (as it was then called) following the lead of other important British Companies obtained powers to carry on every description of insurance (other than marine). Some judicious absorptions have since been effected and the company has made satisfactory progress in its new field of operations during the past few years.

The report for the year ending December 31, 1917, presented at the 55th Annual Meeting, indicates a success in each department. The company is naturally still mainly concerned with life insurance especially in Canada. In the life department new policies issued totalled \$4,526,548

as compared with \$3,156,005 in the preceding year, a substantial gain of \$1,370,543. The new premium income was \$242,246, as compared with \$129,350 in 1916, a gain of \$112,896. The total income of the life department was raised from \$2,682,720 to \$2,919,350. The claims by death with bonus additions and including \$154,635 directly attributable to the war amounted to \$1,164,733, a very moderate increase of \$3,833 over 1913. An indication of careful selection of risks. Additionally to death claims endowment policies with bonus additions, matured to an amount of \$714,252.

After payment of all outgoings, and providing for depreciation in securities, the Life and Annuity Fund amounted to \$19,948,790. The company has more than doubled its holdings in British Government Securities, which now amount to \$4,314,971 as compared with \$2,153,170 in 1916.

Total assets have been increased by an amount of \$2,188,582 and now stand at \$24,668,447.

Quinquennial Valuation.

The result of the valuation of the Life and Annuity business as at the 31st December, 1917, following the operations of the Association during the past quinquennium shows a net surplus of \$613,134. After making provision for the depreciation in the investments as well as the interim bonus paid to policyholders, etc., a net balance was left of \$92,353. In view of the present conditions, the directors considered it their duty not to divide any portion of this by the allotment of reversionary bonus to policies. This conservative policy is in line with the action of most of the other British Offices; and upon the return to more normal conditions it is confidently felt that correspondingly improved results may be anticipated. Had it not been for the extraordinary conditions of the times the surplus of the quinquennium would have been the largest in the history of the Association.

The Company in Canada.

The London & Lancashire Life is better known in Canada than in any other field of its operations outside of England, having entered the Dominion in 1863 (55 years ago) and the important position occupied by the Canadian Branch, relatively to its whole business, is no doubt a source of much satisfaction to its energetic manager for Canada, Mr. Alex. Bissett, who has been connected with the company for nearly 35 years and under whose guidance the business has made steady and continuous progress. Policies new and taken up in Canada last year were \$1,277,458, a growth of \$95,807 over 1916, and \$201,807 over the year 1915.

The London & Lancashire Life has large investments in Canada amounting to over \$6,500,000.

The directors constituting the Canadian Board are prominent financial men in Canada, viz.: Andrew J. Dawes, President National Brewers and director Merchants Bank, Bell Telephone Co., etc.; E. F. Hebden, Managing-Director, Merchants Bank; H. B. MacKenzie, General Manager, Bank of British North America, and E. C. Pratt, General Manager, Molsons Bank.

The Trust and Loan Co.

OF CANADA

Capital Subscribed	\$14,000,000.00
Paid-up Capital	2,920,000.00
Reserve Funds	2,783,996.38

MONEY TO LOAN ON REAL ESTATE

30 St. James Street, 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

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

HEAD OFFICE - TORONTO

Prudential Trust Company

LIMITED

<p>Head Office 9 St. John St., Montreal</p>	<p style="font-size: small;">Trustee for Bondholders Transfer Agent & Registrar Administrator Receiver Executor Liquidator Guardian Assignee Trustee Custodian Real Estate and Insurance Departments Insurance of every kind placed at lowest possible rates.</p>	<p>Safety Deposit Vaults Terms Ex- ceptionally moderate. Correspond- ence invited</p>
--	--	---

B. HAL. BROWN, President and Gen. Manager

A Practical Pointer on Salesmanship

It is of first importance in good salesmanship to select a worth-while article to sell, something about which you can become enthusiastic with a reason—a reason that will last. In life insurance salesmanship, for instance, a discriminating agent would naturally select the policies of the Mutual Life of Canada because—first, the company is well-established; second, it has an unblemished record; third, it has a continental reputation as a dividend payer; fourth, it is a democratic organization; fifth, it is a wonderfully successful going concern; and, lastly, being the only Canadian policyholders' company, its contracts find a ready market. Where a company is so favorably known one-half of the trouble of making the sale is avoided. If you get the best goods in your line and go to it, success is certain. Last year our agents placed \$20,000,000 paid for business.

The Mutual Life Assurance Co. of Canada
WATERLOO, ONTARIO

CHARLES RUBY, Gen. Mgr. E. P. CLEMENT, K.C., Pres.

The LIFE AGENTS' MANUAL

THE CHRONICLE - - MONTREAL

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

A BRITISH COMPANY

Union Insurance Society of Canton, Limited

ESTABLISHED 1833

Head Office: HONGKONG Assets over \$17,000,000

FIRE, MARINE AND AUTOMOBILE

Head Office for Canada, 36 Toronto Street, TORONTO

General Agent Montreal, JOSEPH ROWAT Manager for Canada, C. R. DRAYTON

London and Lancashire Life and General Assurance Association, Limited

EXTRACTS FROM THE REPORT OF THE DIRECTORS PRESENTED AT THE FIFTY-FIFTH ANNUAL MEETING HELD IN LONDON, ENGLAND, 1918.

LIFE BUSINESS

During the year 2,016 policies were issued for sums assured amounting to \$4,526,548, producing a new annual Premium Income of \$226,007, and Single premiums of \$16,238, making a total NEW PREMIUM INCOME of \$242,245. Re-assurances were effected for \$109,500.

The sum of \$108,983 was received for the purchase of Annuities.

The TOTAL LIFE PREMIUM INCOME after Deduction of premiums paid for Re-assurances amounted to \$2,026,113.

The INCOME from INTEREST and DIVIDENDS on the Life and Annuity Fund was \$784,058 after deduction of Income Tax.

The TOTAL INCOME of the Life Department was \$2,919,350.

The CLAIMS by death with bonus additions, amounted to \$1,164,733 including \$154,635 directly attributable to the War.

ENDOWMENT POLICIES matured during the year, representing Sums Assured of \$714,252 including bonus additions.

After payment of all outgoing and providing for depreciation in securities, the LIFE and ANNUITY FUND amounted to \$19,948,790.

FUNDS OF THE ASSOCIATION

The Total Funds and Assets of the Association, excluding uncalled Capital, amounted at 31st December, 1917, to \$24,068,447

BALANCE SHEET ON 31st DECEMBER, 1917

(ABRIDGED)

LIABILITIES	ASSETS
Shareholders' Capital:—	Mortgages on Property within the United Kingdom..... \$ 508,600
Subscribed (66,765 shares of \$25 each)..... \$1,069,125	Mortgages on Property out of the United Kingdom..... 1,911,847
Paid-up..... \$ 333,825	Loans on Life Interests..... 406,936
Life Assurance and Annuity Fund	Loans on Reversions..... 247,894
London and Lancashire..... \$15,495,417	Loans on Stocks and Shares..... 342,412
Scottish Metropolitan..... 4,453,373	Loans on Policies within their Surrender Values 1,925,145
	Loans on Personal Security..... 159,672
	Investments—
Fire Insurance Fund..... 202,790	Deposits with the High Court..... 406,962
Accident Insurance, Employers' Liability, and General Insurance Fund..... 258,576	Deposits with Italian Government, Lire 91,700 Italian Rentes..... 16,486
	Deposit with New Zealand Government £5,000 City of Wellington 4% 1906..... 24,000
	British Government Securities..... 4,314,971
Sinking Fund, Capital Redemption and Annuities Certain Fund..... 170,469	Indian and Colonial Government Securities... 1,476,547
Profit and Loss..... 33,948	Indian and Colonial Provincial Securities.... 110,456
Reserve Fund..... 100,000	Indian and Colonial Municipal Securities..... 2,525,057
Investment Reserve..... 530,532	Foreign Government Securities..... 459,803
Claims admitted or intimated but not paid—	Foreign Municipal Securities..... 539,155
Life, Fire and General Insurance..... 772,050	Railway and other Debentures and Debenture Stocks, Home and Foreign..... 3,909,169
Dividends and Bonus to London and Lancashire Proprietors, to 31st December, 1917..... 19,569	Railway and other Preference and Guaranteed Stocks..... 521,114
Unclaimed Dividends..... 184	Railway and other Ordinary Stocks..... 801,619
Sundry Creditors..... 682,545	Fixed Deposits at Colonial Banks..... 1,961
Bills Payable..... 7,500	House Property (at cost, less Sinking Fund)... 792,000
Loans from Bankers for Purchase of War Loan.. 1,005,617	Balances due by Agents and other Companies... 999,680
Premiums Paid in Advance..... 2,052	Outstanding premiums..... 396,130
	Outstanding Interest, Dividends and Rents.... 59,650
	Interest Accrued but not Payable..... 276,075
	Sundry Securities, Cash, etc..... 1,365,022
\$24,668,447	\$24,668,447

ALEX. BISSETT,
Manager for Canada

W. AENEAS MACKAY,
General Manager



Security - - \$36,000,000
ONTARIO AND NORTH WEST BRANCH
 14 Richmond Street, East, TORONTO
PROVINCE OF QUEBEC BRANCH
 164 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. E. STEWART, Special Agent, 36 Toronto Street,
 TORONTO, Ont.

R. LONG, 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. Robichaud, Provincial Inspector.
 MONTREAL TRUST BUILDING, 11 Place d'Armes, MONTREAL

The Law Union & Rock

INSURANCE CO. LIMITED, LONDON. Founded in 1898

Assets Exceed - \$48,500,000.00

Over \$12,500,000 Invested in Canada.

FIRE and ACCIDENT RISKS accepted.

Canadian Head Office: 57 Beaver Hall Hill,
 MONTREAL

Agents wanted in unrepresented towns in Canada.

W. D. AIKEN, Superintendent,
 Accident Dept.

J. E. E. DICKSON
 Canadian Manager.

UP-TO-DATE INSURANCE SALESMEN!

We have a few important points where we can place men of character and ability. If you are a productive worker, and would like to improve your position, write, stating experience to

H. A. KENTY, Superintendent of Agencies.

THE CONTINENTAL LIFE INSURANCE CO.

GEORGE B. WOODS, President.

TORONTO, Ont.

CHAS. H. FULLER, Secretary.

THE HOME BANK OF CANADA

Statement of the result of the business of the Bank for the year ending 31st May, 1918.

PROFIT AND LOSS ACCOUNT

Cr.		
Balance of Profit and Loss Account 31st May, 1917	.....	\$140,238.68
Net Profits for the year after deducting charges of management, interest due depositors, payment of all Provincial and Municipal taxes and rebate of interest on unmatured bills	.....	228,963.19
		<u>\$369,201.87</u>

CAPITAL PROFIT ACCOUNT

Premium on Capital Stock received during the year	.....	208.54
		<u>\$369,410.41</u>

Which has been appropriated as follows:—

Dr.		
Dividend No. 43, quarterly, at the rate of 5% per annum	.....	\$24,338.31
Dividend No. 44, quarterly, at the rate of 5% per annum	.....	24,339.69
Dividend No. 45, quarterly, at the rate of 5% per annum	.....	24,342.17
Dividend No. 46, quarterly, at the rate of 5% per annum	.....	24,342.23
		<u>97,362.40</u>
Government War Tax on Note Circulation	.....	19,316.90
Reserved for Depreciation of Securities and for Contingencies	.....	90,000.00
Written off Bank Premises Account	.....	10,000.00
Donation to Patriotic Fund	.....	2,000.00
Balance carried forward	.....	150,731.11
		<u>\$369,410.41</u>

GENERAL STATEMENT, MAY 31st, 1918

LIABILITIES

TO THE PUBLIC—		
Notes of the Bank in circulation	.....	\$1,758,180.00
Deposits not bearing interest	.....	4,143,264.31
Deposits bearing interest, including interest accrued to date of statement	.....	11,539,486.62
Deposits by and balances due to Dominion Government	.....	3,151,326.54
Deposits due to other Banks in Canada	.....	1,589.54
Deposits due to Banks and Banking Correspondents elsewhere than in Canada and the United Kingdom	.....	654,434.65
Acceptances under Letters of Credit	.....	3,087.50
		<u>\$27,251,369.16</u>

TO THE SHAREHOLDERS—

Capital (subscribed \$2,000,000) paid up	.....	\$1,947,430.98
Rest Account	.....	300,000.00
Dividends unclaimed	.....	1,900.20
Dividend No. 46 (quarterly) being at the rate of 5% per annum, payable June 1st, 1918	.....	24,342.23
Balance of Profit and Loss Account	.....	150,731.11
		<u>\$2,424,404.52</u>

\$23,675,773.68

ASSETS

Gold and other current coin	.....	\$123,454.80
Dominion Government Notes	.....	3,129,010.50
		<u>3,252,465.39</u>
Deposit with the Minister of Finance as security for note circulation	.....	105,000.00
Notes of other Banks	.....	192,862.86
Cheques on other Banks	.....	524,118.52
Deposits due by other Banks in Canada	.....	112,259.18
Deposits due by other Banks in the United Kingdom	.....	31,325.37
Due from Banks and Banking Correspondents in the United Kingdom	.....	716,525.52
Deposits due by Banks and Banking Correspondents elsewhere than in Canada and the United Kingdom	.....	1,548,211.89
Dominion and Provincial Government Securities not exceeding market value	.....	2,727,332.01
Canadian Municipal Securities, and British, Foreign and Colonial Public Securities, other than Canadian	.....	923,172.17
Railway and other Bonds, Debentures and Stocks not exceeding market value	.....	939,909.91
Call and Short (not exceeding 30 days) Loans in Canada on Bonds, Debentures and Stocks	.....
		<u>\$11,073,182.82</u>
Other current Loans and Discounts in Canada, less rebate of interest	.....	\$11,307,680.47
Other Loans and Discounts elsewhere than in Canada	.....	29,226.26
Loans to cities, towns, municipalities and school districts	.....	147,720.55
Liabilities of Customers under Letters of Credit, as per Contra	.....	3,087.50
Overdue debts	.....	34,782.41
Real Estate other than Bank premises	.....	74,995.37
Mortgages on Real Estate sold by the Bank	.....	77,112.13
Bank Premises, at not more than cost, less amounts written off	.....	871,393.52
Other assets not included under the foregoing	.....	56,592.65
		<u>12,602,590.86</u>

\$23,675,773.68

M. J. HANEY, President.

J. COOPER MASON, Acting General Manager.

THE CHIEF CONSIDERATION

Is the safety of your money your chief consideration in deciding upon an investment for it? Then you cannot find a more satisfactory investment than this Corporation's Debentures. To bring them within the reach of the smallest investor, they are issued for sums as small as one hundred dollars.

This does not preclude their selection by investors of large sums, large numbers of whom hold them for many thousands of dollars.

They are a legal investment for Trust Funds, and many Executors and Trustees save themselves worry and anxiety by investing in them.

They are held in large sums by Insurance Companies, Benevolent and Fraternal Societies, and similar institutions. Send for specimen Debenture, copy Annual Report, etc.

CANADA PERMANENT MORTGAGE CORPORATION

Paid-up Capital and Reserve Fund: \$11,250,000.00
TORONTO STREET, TORONTO.

ESTABLISHED 1855

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 Life Agent's Manual
Published by The Chronicle, Montreal

ATLAS ASSURANCE COMPANY LIMITED of LONDON, ENGLAND

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

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

and at

31st DECEMBER, 1917 9,633,665 22,416,355

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

Agents wanted in unrepresented districts.

Head Office for Canada:

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



Assets:
\$22,022,227.19

Surplus:
\$7,426,114.26

Canadian Head Office:

MONTREAL.
J. W. BINNIE, Manager

L'UNION

FIRE INSURANCE COMPANY, Limited

Established 1836

Head Office: PARIS, France.

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

25 p. c. paid-up
Fire Reserve Funds - - - - 5,539,000.00

Available Balance from Profit
and Loss account - - - - 111,521.46

Net Premiums in 1916 - - - - 3,630,376.43
Total Losses paid to 31 Dec., 1916 100,942,000.00

Canadian Branch:

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

COMMERCIAL UNION ASSURANCE COMPANY LIMITED.

The report submitted to the shareholders at the fifty-sixth annual general meeting of the Commercial Union plainly indicated that last year was one of magnificent success for this great undertaking. The marvelous progress and prosperity recorded regularly for some years appears to have no limit. The general manager (Mr. E. Roger Owen) pointed out that the results revealed in the statement for 1917 were not attained by the labours of one year: they were the fruit of the strenuous work of many years, coupled with some foresight and with a good deal of anxious responsibility.

The wisdom of adhering to the policy set in operation by the present management many years ago is evidenced by the company's present extraordinary successful position.

The statement for 1917, notwithstanding war conditions, with all its attendant difficulties in carrying on the business, shows considerable expansion, and good results in every department. The total net premiums (including that of subsidiary offices) amounted to \$52,216,915 which with consideration for annuities granted and an interest income of \$4,855,825 (after deduction of tax) brought the years receipts up to \$57,500,000 as compared with \$51,629,470 the preceding year. Notwithstanding the substantial sums written off investments, and off the costs of businesses acquired, the assets are increased from \$151,600,000 to \$159,009,930 an increase of \$7,409,930—of which amount no less than \$34,400,000 was represented in the War Loan issues, at the date of the annual general meeting.

Fire Department

As measured by the Annual turnover of the Commercial Union the fire branch continues as a predominating factor in the Company's operations, and the administrative ability, which has been so marked a feature in the past history of this department was never more strongly in evidence than in the year under review. Following a premium income of \$20,129,710 in 1916, the net premiums for 1917 amounted to \$22,729,830, an advance of over \$2,600,000, following increases of \$1,350,250 for 1916 and \$1,093,060 for 1915, over the immediately preceding years. Claims paid and outstanding for 1917 absorbed \$10,993,725, figuring a very favourable loss ratio of 48.36 per cent of premium income, compared with 51.7 per cent in 1916 and 48.7 per cent in 1915. Expenses including commissions, foreign state charges, and fire brigade contributions, totalled \$7,822,176 or only 34.4 per cent of the premiums which shows a gratifying decrease from 35.8 per cent in 1916, and 36.6 per cent reported for 1915, notwithstanding the increase in Colonial and foreign taxes, and after providing 40 per cent of the increase in the premiums to meet the consequent increased liabilities, a net trading profit is recorded of \$2,865,000. These figures constitute a record for the company.

The Amounts transferred to the profit and loss account from the fire, marine and accident accounts totalled \$4,000,000 an amount substantially in excess of similar transfers in any previous year. The Chairman (Mr. Warrington Laing) in his reference to the Profit and Loss account drew attention to the unusually large drafts on the funds of the trading departments and especially the

large sum of \$2,305,170, for income tax, and excess profits duty paid, outstanding or provided. This large sum by no means represents the total amount paid by the Commercial Union to the British Exchequer on account of taxation. There is in addition the income tax in respect of the income from the company's investments, either taxed at source or subsequently paid and this amounted to \$1,189,305 bringing the grand total up to \$3,494,475. The incidence of taxation is a very difficult one, and the Chairman expressed the hope that soon after the war the promised commission for considering the subject will take effect and that the solution of the present unsatisfactory position may be evolved, as it is manifestly unfair that one section of the community should be liable not only to double income tax within the Empire, but in some cases to have the same income taxed three times over.

Funds of the Company.

The following is a statement of the funds of the Company as at December 31, 1917:—

Capital paid up.....	\$ 1,475,000
Investment Reserve and Contingency fund guarantee and Pension fund, Profit & Loss account.....	8,811,385
Life and Annuity funds.....	73,045,450
Fire Fund.....	23,559,260
Marine Fund.....	6,956,385
Accident Fund.....	12,639,150
Re-insurance and other funds.....	2,976,620
Leasehold, Redemption and Sinking Fund account.....	1,874,055
	<hr/>
	\$ 131,337,305

Canadian Branch.

The Commercial Union occupies a commanding position in the Canadian field, where-it has been operating for past 55 years, with a strong organization. Canadian fire premiums of the Commercial Union last year totalled \$1,035,610 a slight increase as compared with the previous year, with a favourable loss ratio. For many years the Commercial Union has enjoyed considerable prosperity in Canada under the management of two very prominent and able underwriters, Mr. James McGregor Manager for the Dominion and Mr. W. S. Jopling Assistant Manager.

PRESENTATION TO MESSRS. J. B. LAIDLAW AND J. A. ROBERTSON.

A pleasant feature in connection with the Annual Meeting of the C. F. U. A., held at Hamilton last week, was the presentation of a handsome sterling silver tea and coffee service, and a gold cigarette case, to Mr. J. B. Laidlaw, manager of the Norwich Union, Toronto. The substantial presentation made to Mr. J. A. Robertson, Toronto secretary of the C. F. U. A., took the form of an Honorarium. In each case the presentation was made by the retiring president of the C. F. U. A. on behalf of that body in recognition of the valuable services rendered by both gentlemen in connection with the Ontario Insurance investigation.

Fire insurance seems to be the only branch of the business that has trouble in increasing its rates, even though the war has increased its hazards more than nearly every other line.

New York Life Insurance Co.

FIVE YEARS OF EFFICIENT SERVICE
INCLUDING
THREE AND ONE-HALF YEARS OF WAR TIME

During the Five Years ending December 31, 1917, the New York Life	
Received in Income.....	\$667,884,000
Paid Policy-holders.....	382,875,000
Increased its Resources.....	215,272,000
Increased its Insurance in Force.....	503,535,000
THE BUSINESS OF 1917 EXCEEDED THAT OF 1912.	
In Income.....	\$27,325,000
In Amount Paid Policy-holders.....	25,337,000
In New Insurance.....	119,917,000

The increase in Business and Resources in Five Years equals the Business and Resources of a very substantial life insurance company, and this new Company is returning to policy-holders 92 per cent. of its entire income. It is also adding forty million dollars a year to its resources and one hundred millions a year to its insurance in force.

HELPING WIN THE WAR.

Since the war began, in August, 1914, the New York Life paid to December 31, 1917, 998 war losses amounting to \$3,007,223. There were 238 reported losses for \$607,084 awaiting proof on December 31. The Company had so carefully guarded itself against extra mortality by reason of war that, notwithstanding the world-wide character of the conflict, the percentage of its actual to its expected mortality has not been appreciably affected. This percentage for 1917 was 70.85—the lowest of any year since the Company has kept complete mortality statistics.

The Company owned Liberty Bonds on January 1, 1918, to the amount of \$12,075,000, and subscribed for \$20,000,000 of the Third Liberty Loan.

There are Four Hundred and Twenty-six Stars in the Company's Service Flag, and one of the Home Office boys—Frank J. Brandreth, of the Rainbow Division, has already won the French War Cross.

The Company has afforded the Government every assistance in its power in formulating and carrying out the plan of Government Insurance on the lives of soldiers and sailors. Agents are forbidden to accept applications from soldiers or sailors unless they have already taken the limit with the Government.

EVERY MAN'S BUSINESS.

Just now it is every man's business to Help Win the War. Our daily occupations are incidental; winning the war is our real business.

Winning the war is our real business because back of that lies the chief and ultimate purpose of life — making the world a safe place for women and children. And that is the aim of Life Insurance in war time and in time of peace.

The Government has recognized this in the provision made by life insurance for the families of those who die or are disabled in the service. The man who stays at home and does less is a slacker.

NEW YORK LIFE INSURANCE CO.,
DARWIN P. KINGSLEY, President.

EAGLE, STAR AND BRITISH DOMINIONS INSURANCE CO. LIMITED

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

FIRE and MARINE

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

THE YORKSHIRE INSURANCE COMPANY, LIMITED

ESTAB. 1824

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

FIRE.....Every description of property insured. Large Limits.

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

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

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

Hon. Alphonse Racine
Alex. L. MacLaurin, Esq.

Canadian Manager,
P. M. WICKHAM, Montreal

APPLICATIONS FOR AGENCIES are invited from responsible persons.

FIRE - LIFE - MARINE - ACCIDENT

Commercial Union Assurance Co. Limited, of London, England

EXTRACTS FROM THE REPORT FOR THE YEAR 1917

Premiums (Fire, Life, Marine and Accident) Net	\$52,216,915
Considerations for Annuities Granted, Net	421,435
Interest derived from Investments, Net	4,855,825
Total	<u>\$57,494,175</u>
Total Assets of the Company exceed	<u>\$159,000,000</u>

FUNDS OF THE COMPANY

After providing for the payment of the Dividend and of all Outstanding Claims, Losses and Current Accounts against the Company, the Funds stand as follows:

Capital paid up	\$1,475,000
Investment Reserve Fund, Guarantee and Pension Fund, Profit and Loss Account	8,811,385
Life and Annuity Funds	73,045,450
Fire Fund	23,559,260
Marine Fund	6,956,385
Accident Fund	12,639,150
Re-insurance and other Funds	2,976,620
Leasehold Redemption and Sinking Fund Account	1,874,055
	<u>\$131,337,305</u>

\$5 taken as equivalent to £1 Stg.

Canadian Branch:
Company's Building, MONTREAL

JAMES McGREGOR,
Branch Manager.

W. S. JOPLING,
Assistant Manager.

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:

SIR JOHN AIRD ROBT. BICKERDIKE, M.P. Montreal ALFRED COOPER, London, Eng. H. C. COX E. HAY JOHN HOSKIN, K.C., LL.D. D. B. HANNA	W. B. MECKLE, President Z. A. LASH, K.C., LL.D. GEO. A. MORROW, O.B.E. LT. COL. THE HON. FREDERIC NICHOLLS BRIG.-GEN. SIR HENRY PELLATT, C.V.O. E. R. WOOD.	
--	---	--

W. B. MECKLE Pres. and Gen. Man.	JOHN SIME Asst. Gen. Man.	E. F. GARROW Secretary
-------------------------------------	------------------------------	---------------------------

THOMAS F. DOBBIN, Resident Manager
MONTREAL

First British Insurance Company Established in Canada
A.D. 1804

Phoenix Assurance Co. Limited

OF LONDON, ENGLAND (Founded 1782)

FIRE	LIFE
-------------	-------------

TOTAL RESOURCES, over \$54,000,000.00
 LOSSES PAID 490,000,000.00
 DEPOSITS with Federal Government and Investments in Canada, for security of Canadian policyholders only, exceed 3,000,000.00

AGENTS WANTED IN BOTH BRANCHES. Apply to

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

100 St. Francois Xavier Street - MONTREAL

SCOTTISH UNION AND NATIONAL Insurance Co., of Edinburgh, Scotland

ESTABLISHED 1824

Capital	\$30,000,000
Total Assets	79,056,784
Deposited with Dominion Gov't	391,883
Invested Assets in Canada	7,695,388

North American Dept., Hartford, Conn., U.S.A.
 JAMES H. BREWSTER, Manager

Esinhart & Evans, Resident Agents	- - - Montreal
Medland & Son	- - - Toronto
Allan Killam & McKay, Limited	- - - Winnipeg

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

JOHN MacEWEN, Superintendent for Quebec.

ESTABLISHED 1864.

New York Underwriters Agency

A. & J. H. STODDART
REGISTERED

100 William Street - New York

Provincial Agents

MURPHY, LOVE, HAMILTON & BASCOM, Toronto, Ont. OELER, HAMMOND & NANTON, Winnipeg, Man. ALFRED J. BELL & CO. Halifax, N.S.	JOHN WM. MOLSON & ROBERT Y. HUNTER Montreal, Que. WHITE & CALKIN St. John, N.B. AYRS & SONS, LTD. St. John's, Nfld.
--	--

T. D. RICHARDSON, Supt. for Canada
TORONTO

FOUNDED A. D. 1819

THE PHENIX FIRE INSURANCE COMPANY OF PARIS, FRANCE

SURPLUS TO POLICYHOLDERS, \$5,528,500

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

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

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

OPPORTUNITIES

In Life Insurance are many
 FOR AN AGENCY, ADDRESS

GRESHAM LIFE ASSURANCE SOCIETY, LTD.

Established 1848. Funds \$30,000,000

Gresham Building - - - MONTREAL

COMPARATIVE ABSTRACT OF THE BANK STATEMENT, MAY, 1918

(Compiled by the Chronicle).

	May 31 1918	April 30 1918	Month's Movement, 1918.	May 31, 1917.	Month's Movement, 1917.	Year's Movement.
ASSETS						
Specie.....	\$ 76,570,586	\$ 78,283,307	-\$ 1,712,721	\$ 71,931,047	-\$ 2,459,400	+ 4,639,539
Dominion Notes.....	177,655,477	169,345,075	+ 8,310,402	126,238,905	+ 6,565,131	+ 51,416,572
Deposit in Central Gold Reserves.....	79,870,430	80,470,000	- 600,000	39,500,000	+ 1,650,000	+ 40,370,000
Notes of other Banks.....	21,397,905	24,280,534	- 2,882,629	17,357,080	+ 2,894,669	+ 4,040,825
Cheques on other Banks.....	82,885,716	77,572,016	+ 5,313,700	77,367,594	+ 8,834,962	+ 5,518,122
Deposit to secure Note issues.....	5,779,518	5,779,567	- 49	6,871,012	- 3	+ 1,091,494
Deposits with and balances due from other Banks in Canada.....	3,839,112	3,366,413	+ 472,699	4,405,478	+ 121,313	+ 566,366
Due from Banks, etc., in U.K.....	11,518,248	9,325,438	+ 2,192,810	17,664,527	- 7,558,315	+ 6,146,279
Due from Banks, etc., elsewhere.....	40,112,059	53,564,308	- 13,452,249	61,704,345	+ 20,053,373	+ 21,592,286
Dom. and Prov. Securities.....	101,116,979	101,764,911	- 647,932	93,837,853	+ 19,754,459	+ 7,279,126
Can. Mun. Brit., For. & Col. Pub. Securities.....	269,102,070	260,978,505	+ 8,123,565	178,833,219	+ 208,389	+ 90,269,751
Rlwy. & other Bonds & Stocks.....	57,170,618	57,048,350	+ 122,268	58,160,699	- 753,253	+ 990,081
Total Securities held.....	427,389,667	419,791,766	+ 7,597,901	330,831,771	+ 20,299,323	+ 96,557,896
Call Loans in Canada.....	78,466,582	77,497,350	+ 969,232	78,514,798	- 4,222,619	+ 48,216
Call Loans outside Canada.....	172,259,879	179,818,531	- 7,558,652	168,692,675	+ 9,536,621	+ 3,567,294
Total Call-and Short Loans.....	250,726,461	257,315,881	- 6,589,420	247,207,473	+ 5,314,002	
Current Loans and Discounts in Canada.....	894,817,113	884,089,402	+ 10,727,711	844,890,589	+ 35,633,308	+ 49,926,524
Current Loans and Discounts outside Canada.....	99,300,926	99,267,660	+ 33,266	98,993,197	+ 12,934,977	+ 307,729
Total Current Loans & Discounts.....	994,118,039	983,357,062	+ 10,760,977	943,883,786	+ 22,668,331	+ 50,234,253
Loans to Dominion Government.....			+ 125,111	4,394,166	+ 487,030	+ 1,383,591
Loans to Provincial Governments.....	5,777,757	5,652,646	+ 125,111	39,790,191	+ 3,858,195	+ 12,711,390
Loans to Cities, Towns, etc.....	57,728,226	55,685,350	+ 2,042,876	50,134,753	+ 153,844	+ 2,366,828
Bank Premises.....	52,501,581	52,313,874	+ 287,707			+ 253,255,812
TOTAL ASSETS.....	2,319,958,402	2,312,271,158	+ 7,687,244	2,066,702,500		
LIABILITIES						
Notes in Circulation.....	181,889,959	180,654,964	+ 1,234,995	142,653,596	+ 3,897,023	+ 39,236,354
Due to Dominion Government.....	117,664,042	94,771,219	+ 22,892,823	58,075,066	+ 35,654,872	+ 59,588,976
Due to Provincial Governments.....	19,018,352	17,846,752	+ 1,171,600	20,076,311	- 22,340,579	+ 1,057,959
Deposits in Canada, payable on demand.....	535,655,731	558,509,221	- 22,853,490	443,839,847	+ 27,472,438	+ 91,815,884
Deposits in Canada, payable after notice.....	947,757,337	933,644,668	+ 14,112,669	892,562,657	+ 17,613,933	+ 55,194,680
Total Deposits of Public in Canada.....	1,483,413,068	1,492,153,899	- 8,740,821	1,336,402,504	+ 9,858,505	+ 147,010,564
Deposits elsewhere than in Canada.....	204,173,285	203,473,448	+ 699,837	206,682,376	+ 23,659,690	+ 2,509,091
Total deposits other than Govt.....	1,687,586,353	1,695,627,337	- 8,040,984	1,543,084,880	+ 13,801,185	+ 144,501,473
Deposits & Bal., other Can. Bks.....	7,610,486	7,026,135	+ 584,301	9,930,774	+ 2,497,845	+ 2,320,288
Due to Bks. & Correspts. in U.K.....	4,931,189	4,431,352	+ 499,837	3,680,647	+ 941,103	+ 1,250,542
Due to Bks. & Correspts. elsewhere.....	25,455,309	31,920,656	- 6,465,347	22,121,203	+ 9,388,119	+ 3,334,106
TOTAL LIABILITIES.....	2,070,543,724	2,063,554,861	+ 6,988,863	1,822,959,711		
CAPITAL, ETC.						
Capital paid up.....	111,735,615	111,731,633	+ 3,982	111,641,034	+ 13,939	+ 94,581
Rest.....	114,333,518	114,329,718	+ 3,800	113,493,033	+ 7,130	+ 840,485
Loans to Directors & their Firms.....	7,967,892	8,004,424	- 36,532	7,749,362	+ 22,630	+ 218,530
Greatest Circulation in Month.....	189,748,470	192,969,679	- 3,221,209	151,414,829	+ 4,161,739	+ 38,333,641

CANADIAN FIRE UNDERWRITERS' ASSOCIATION.

The thirty-fifth annual meeting of the C. F. U. A. was held at the Royal Connaught Hotel, Hamilton, Ont., on June 25th. Mr. T. H. Hall, President of the Association, occupied the chair. There was a large attendance of members present, most of the companies being represented.

A considerable amount of business of interest to the Association was brought before the meeting and some very interesting discussions were recorded. Many of the members took advantage of Hamilton's very fine golf links when the meeting was not in session. The officers for the ensuing year were elected as follows: President, P. M. Wickham (Yorkshire), Vice-President for Ontario; J. B. Laidlaw (Norwich Union); Vice-President for Quebec, J. E. E. Dickson (Law Union). Executive Committee, new members elected as follows: E. F. Garrow (British

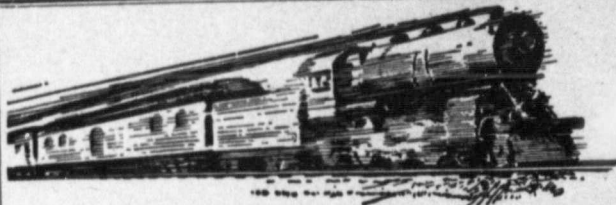
America), T. F. Dobbin (General of Paris), J. W. Binnie (Globe & Rutgers), Lyman Root (Sun), G. E. Moberly (Northern). The following present members continue to act: W. Robins (Great American), W. E. Fudger (Ocean), W. E. Baldwin (Continental).

SCHOOL BONDS FOR SALE

Tenders addressed to the undersigned, will be received up to half-past nine o'clock in the morning of Tuesday, July 16th, for the purchase of \$900,000 of six per cent. serial bonds of the Protestant Board of School Commissioners of the City of Montreal.

Full particulars will be given upon application.

C. J. BINMORE,
Treasurer,
36 Belmont Street.



THE
FASTEST
ROUTE
TO
BIG PRODUCTION

is via

The Training, the Service and the Co-operation given through our own Free Sales Course, Prospect Bureau, Bulletin Service, Advertising and all Round Support.

YOU { Travel without expense.
Are better equipped for the journey.
Sure of getting there

With the
CANADA LIFE ASSURANCE COMPANY
Home Office, TORONTO



The Northern Assurance Co. Limited
Of England

ACCUMULATED FUNDS, 1917 - \$48,384,320.00
Including Paid up Capital Amount \$1,460,000.00

Head Office for Canada: Lewis Building, 17 St. John Street, Montreal
G. E. MOBERLY, Manager

Railway Passengers Assurance Company
of London, England

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

Head Office for Canada and Newfoundland - - - - - TORONTO
F. H. RUSSELL, General Manager

Montreal Branch: 70½ Lewis Building, 17 St. John Street

The Canada National Fire Insurance Company

HEAD OFFICE: WINNIPEG, MAN.

Total Assets - - - - \$2,387,634.14

A Canadian Company investing its Funds in Canada

APPLICATIONS FOR AGENCIES INVITED

THE STRATHCONA FIRE INSURANCE COMPANY

HEAD OFFICE, 90 St. James Street, MONTREAL

CAPITAL Subscribed - - - - \$300,000
By over 500 Notaries of the Province of Quebec

TOTAL ASSETS, December 31st, 1917 - \$373,644

President and General Manager, - - A. A. MONDOU

MOUNT ROYAL ASSURANCE COMPANY

It was officially announced last week that the directors of the Mount Royal Assurance Company have appointed Messrs. P. J. Perrin and J. R. Macdonald joint managers of the Company, in succession to Mr. J. E. Clement, whose resignation has already been referred to by The Chronicle. Mr. Perrin has been manager of the Strathcona Fire for the past seven years, and Mr. Macdonald has been connected with the Mount Royal for past ten years; the latter five years he has been Superintendent of the Western department. We understand Mr. Perrin will have charge of the Province of Quebec. Both these gentlemen have to their credit a long experience in the business of fire insurance, and the Company they are now assuming the management of, has heretofore enjoyed the highest reputation for its financial standing, and prompt settlement of losses. Coupled with very capable management and skilful underwriting. Mr. Macdonald has had the advantage of serving under Mr. Clement for a number of years, and becoming thoroughly familiarised with his methods and the organization generally.

For the Mount Royal, last year was again a period of steadily expanding business and of favourable experience. Net premium income, after deduction of re-insurances, amounted to \$503,285, an advance of \$73,680 upon the premium income of 1916. Interest received from investments and other receipts amounted to \$60,274, making the total net income \$563,560. Net losses paid were some \$31,000 larger than in 1916 at \$246,375, but, owing to last year's enlargement of premium income, their ratio to premiums is lower—48.95 per cent. against 50.17 per cent. In 1915, the Company's loss ratio was 39.58 per cent., and in 1914, 41.45 per cent. The loss experience for the last four years is thus a remarkably good one. Expenses of management and commission amounted to \$174,551 or 34.68 per cent. of the premium income, merely a fractional increase over the ratio for 1916. It is noted in the report that, of this total, taxes absorbed \$27,336, 5.43 per cent. of net premiums.

After the transfer of \$39,118 to the re-insurance reserve, making this fund \$307,998, an amount of \$103,516 was available for the profit and loss account as a result of the year's operations. After payment of dividends and writing off \$17,823, depreciation of securities, there is a balance at profit and loss account of \$412,501. Security to policyholders is now as follows:—paid-up capital, \$250,000; reserve, \$307,998; balance at profit and loss, \$412,501, a total of \$970,499. Total assets aggregate \$1,199,903. Of these assets, \$194,610 is cash in banks, and \$923,495 represents bonds, debentures and other securities held.

CANADIAN FIRE RECORD.

(Compiled by The Chronicle).

Fire near Nanaimo, B.C.—On the 24th ult., a fire destroyed the dwelling house and barns of Mr. F. Shelly, farmer, Parksville. Loss \$3,000.

Fire at Dawson, Yukon.—On the 26th ult., a fire broke out in the machine shops of the Canadian Klondike Mining Company at Bear Creek, near Dawson. Loss about \$75,000.

Fire at Pembroke, Ont.—By the fire which occurred on the 18th instant at Pembroke, result-

ing in the destruction of a number of buildings and a property loss estimated at \$200,000, the following is a partial list of insurance involved:—Commercial Union, \$11,170,000; Dominion, \$1,000; British Empire, \$1,000; Canadian, \$2,000; Norwich Union, \$7,000; Guardian, \$6,550; Atlas, \$9,025; Pacific Coast, \$1,500; Mount Royal, \$4,850; National of Hartford, \$3,600; Connecticut, \$600; Perth Mutual, \$3,000; British Colonial, \$1,500; Equitable, \$2,000; Home, \$9,600; National of Paris, \$11,000; London Mutual, \$4,800; Liv. & Lon. & Globe, \$600; Queen, 5,925; Employers, \$11,300; Western, \$3,000; British America, \$2,000; Globe & Rutgers, \$4,000; Caledonian, \$2,000; General, \$2,500; Canada National, \$5,000; Nova Scotia, \$1,750; St. Paul, \$4,200; Rochester Und., \$4,850; Alliance, \$2,000; Fidelity Phenix, \$3,500; Yorkshire, \$1,000; Northern, \$11,500; Springfield \$3,250; Phoenix of London, \$7,300; Law Union, \$500; Royal, \$34,000; Hudson Bay, \$3,850; Union, \$22,200; Aetna, \$15,350; Phenix of Hartford, \$11,000; Hartford, \$10,500; Union of Paris, \$6,300; Caledonian, \$6,900.

Fire at Barrie, Ont.—By the fire which occurred on the 18th instant in the Fisher Flour Mills, Barrie, Ont., the following companies are interested:—Dominion \$3,000, Mount Royal \$2,500, Canadian Millers \$12,350, North West National \$2,000, Merchants Fire \$3,000, Gore \$5,000, Continental \$2,000, North British & Mer. \$5,000, Economical \$2,500, Waterloo \$2,000. Total \$39,350. Loss total.

Fire at Craik, Sask.—On the 20th inst. bandits set fire to the Farmers' Trading Co. and Grain Elevator, causing a loss of 3,000 bushels of grain and a million feet of lumber. Robbery was the main object, the manager being gagged and relieved of \$1,500.

Fire at Warner, Alta.—On the 20th inst. a disastrous fire swept the town of Warner. Loss about \$150,000.

Fire at Hamilton, Ont.—On the 19th inst. a fire occurred in the rolling mills plant of the Steel Co. of Canada, Hamilton, Ont. Loss about \$10,000.

PERSONAL.

Mr. J. Cooper Mason, who has been acting general manager of the Home Bank for some time past, has been congratulated by numerous friends in the financial community this week on his promotion as general manager. The Home Bank has certainly made decided progress within the last year or two, and with the further development of the western connections, to which recently it has been giving attention, a further satisfactory expansion of its operations should be experienced.

"Preventable fire is more than a private misfortune. It is public dereliction. At a time like this, of emergency and of manifest necessity for the conservation of national resources, it is more than ever a matter of deep and pressing consequence that every means should be taken to prevent this evil."—Woodrow Wilson.

"It is imperative that grain in storage shall not be destroyed. I wish to urge upon all shippers and handlers of grain the necessity for ceaseless vigilance against fire."—Herbert C. Hoover.



THE EMPLOYERS'

Liability Assurance Corporation, Limited
of LONDON, England

Transacts

AUTOMOBILE INSURANCE
covering ACCIDENT, PROPERTY, DAMAGE, COLLISION, FIRE, THEFT
and TRANSPORTATION

PERSONAL ACCIDENT, HEALTH, LIABILITY, PASSENGER and FREIGHT
ELEVATOR, FIDELITY GUARANTEE, CONTRACT BONDS
and FIRE INSURANCE

Offices: { Temple Building : TORONTO, ONT.
Lewis Building : MONTREAL, QUE.

CHARLES W. I. WOODLAND,
General Manager for Canada and Newfoundland.
JOHN JENKINS, Fire Manager.


APPLICATIONS FOR AGENCIES INVITED

Canadian
Government
Deposit

\$1,342,455.00

Stands First

in the
liberality of its
Policy contracts,
in financial strength
and in the
liberality of its loss
settlements.



THE LAST WORD

IN
ACCIDENT AND SICKNESS INSURANCE
IS

THE DOMINION GRESHAM'S NEW "GRESHAM MAXIMUM" POLICY

AGENTS WANTED EVERYWHERE

Applications in Ontario should be addressed to
L. D. JONES, Superintendent of Agents for Ontario
412 JARVIS STREET, - - - TORONTO



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 BUILDING, MONTREAL

ARTHUR JAMES, Superintendent. H. GORDON WARING, Inspector, Automobile Department.

Canadian Head Office: Ocean Insurance Building, TORONTO

The Dominion of Canada Guarantee & Accident Ins. Co.

**The Oldest and
Strongest Canadian
Casualty Company**

TRANSACTS:

ACCIDENT	SICKNESS	PLATE GLASS
BURGLARY	AUTOMOBILE INSURANCE	
GUARANTEE BONDS	FIRE INSURANCE	

E. ROBERTS, Manager
701, LEWIS BUILDING, MONTREAL

C. A. WITHERS, General Manager
TORONTO

Branches: WINNIPEG CALGARY VANCOUVER

LAPSES AND "NOT TAKENS" IN CANADIAN LIFE INSURANCE

A considerable reduction in the waste resulting from lapses and "not taken" policies is again recorded in the 1917 records of Canadian life insurance. For all the companies transacting ordinary business in the Dominion last year, the percentage of lapses and "not taken" policies to policies issued, was 26.7 compared with 35.4 per cent in 1916 and 42.4 per cent in 1915. Similarly, for the industrial business, the all-over average of lapses was 46.7 per cent compared with 50.4 per cent and 76.4 per cent in the years 1916 and 1915 respectively. As the annexed table shows, however the main part of the improvement revealed in these ratios, is in connection with lapses, the fluctuations of which reflect to a considerable extent the ups and downs in the financial well-being of the great bulk of the Dominion's population. "Not taken", which depend upon this factor less closely, and are more frequently the result of poor salesmanship, if slightly reduced in proportion to new policies issued, show little diminution in actual volume, and it is evident that the expense ratios of the companies are still suffering considerably as a result of the weak spot in their organization indicated by those "not takens".

One interesting feature of the 1917 record is that the lapse ratio in the ordinary business shows a much greater improvement over that of 1916 than does the corresponding ratio in the industrial business, which last year was only slightly better than that of the period preceding. The explanation of this is probably to be found in the fact that while the industrial lapse ratio, in a country like Canada, must necessarily always be high, even in times of active employment at high wages, owing to frequent migration, and the lack in large sections of the industrial companies' clientele of any habits of steady saving. On the other hand, a large proportion of ordinary policyholders, notably the agricultural community and the higher ratings of mechanics and artisans, have been in much better position during the last year or two than ever before to keep their policies

going. If it were possible to get exact details, it would probably be found that among the farmers particularly, the proportion of lapses to life insurance policies held, has greatly decreased as a result of the high prices of all farm products. It is to be remembered also that the companies in recent years have sold a quite respectable volume of "business insurance", and insurance to be used for other special purposes, the lapse ratio of which business is exceedingly low, and this would have some effect in keeping down the general lapse ratio of ordinary business.

Revivals

Within recent years, more attention has been given by some of the companies to the matter of the revival of old policies. While the 1917 record in this connection is fairly satisfactory in comparison with that of the year preceding, it is evident that much better results could be shown, were the companies generally to set about the business of reviving old policies with something like real energy. Last year, the Canadian companies revived old policies of \$5,224,904 compared with \$4,732,733 in the preceding twelve months. Again, however, the remarkable showing occurs of 25 per cent of the total being contributed by one company. The American companies revived \$7,891,122 of old policies last year, compared with \$7,781,787 in 1916, and the British companies, \$137,048 against \$196,825.

The subject of lapses and revivals has been much in evidence in recent years as a topic of discussion at insurance conventions, and a number of the companies are developing special organisations to look after lagging policyholders. It is evident, however, that much remains to be done in this connection. While industrial activity continues at a high level in Canada, the lapse ratio of the companies may be expected to keep within moderate bounds. The real test of what is now being done in the conservation of business on the companies' books will come when, in one way or another, industrial activity receives a decided check.

LAPSE AND "NOT TAKEN" WASTE IN CANADIAN LIFE INSURANCE.

(Compiled by The Chronicle).

	1917					1916					
	1	2	3	4	5	1	2	3	4	5	6
	New Policies Issued	Lapses	Not Taken	Total Lapses and Not Taken	Proportion of col. 4 to col. 1	New Policies Issued	Lapses	Not Taken	Total Lapses and Not Taken	Proportion of col. 4 to col. 1	Proportion in 1915
	\$	\$	\$	\$	p.c.	\$	\$	\$	\$	p.c.	p.c.
Canadian Companies Ordinary.....	180,073,547	35,906,637	13,669,263	49,575,900	27.5	151,699,600	43,441,756	13,335,112	56,776,868	37.4	43.5
Canadian Companies, Industrial.....	6,587,550	3,699,389	1,453	3,700,842	56.2	6,705,100	3,721,816	2,388	3,724,204	55.5	68.3
British and Colonial Companies, Ordinary.....	5,044,555	2,027,749	362,258	2,390,007	47.4	5,282,808	2,027,408	338,771	2,366,179	44.8	72.6
British and Colonial Companies, Industrial.....	739,508	391,350	.....	391,350	53.0	617,987	434,520	.....	434,520	70.3	103.2
American Companies, Ordinary.....	66,436,583	10,978,194	4,493,381	15,471,575	23.4	52,691,093	10,803,319	4,207,368	15,010,687	28.5	34.5
American Companies, Industrial.....	36,091,100	16,151,197	.....	16,151,197	44.7	33,228,811	16,281,957	.....	16,281,957	49.0	77.2
Totals and Averages Ordinary.....	251,554,685	48,712,580	18,524,902	67,237,482	26.7	209,673,501	56,272,483	17,881,251	74,153,734	35.4	42.4
Totals and Averages Industrial.....	43,418,248	20,241,936	1,453	20,243,389	46.7	40,551,898	20,438,293	2,388	20,440,681	50.4	76.4

NOTE:—Canadian companies include the Ancient Order of Foresters and Royal Guardians, and their 1916 figures include \$4,153,195 re-insurance of the Prudential Life of Winnipeg by the Sun Life.

Vacation Time Suggests

BURGLARY INSURANCE

Our Burglary policy provides a four months' vacancy permit without extra premium. Specimen policy and rate sheet cheerfully furnished upon request. Liberal commission to authorized Agents and Brokers.

The Canada Accident Assurance Company

HEAD OFFICE, MONTREAL

Managers—T. H. HUDSON, Fire Department. H. F. RODEN, Casualty Department

The Security Behind The Policy

Is the final argument in closing business, and the agent representing the Company, which can show such absolutely gilt-edge security as the investments of

THE NATIONAL LIFE ASSURANCE COMPANY OF CANADA

has an advantage, which is of inestimable value. The complete list of securities owned by the Company is published in conjunction with the 19th Annual Report. A copy of this report, together with our latest agency folder, "Results that Satisfy," will be mailed upon request.

HEAD OFFICE :: :: TORONTO

"The Oldest Scottish Fire Office"

The Caledonian Insurance Co. of Edinburgh

Founded 1805.

Head Office for Canada,
Dominion Express Building
Montreal

JOHN G. BORTHWICK,
Canadian Manager.

The Travellers Life Assurance Company

of Canada

HEAD OFFICE: MONTREAL

Hon. GEO. F. GRAHAM, President

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

FIRE

British Crown Assurance

Corporation, Limited

of Glasgow, Scotland

Head Office for Canada: TRADERS BANK BLDG., TORONTO
J. H. RIDDEL, Manager. E. C. G. JOHNSON, Asst. Manager.

Joseph Rowat, 17 St. John Street, Montreal
GENERAL AGENT, PROVINCE OF QUEBEC

THE LONDON MUTUAL FIRE INSURANCE COMPANY

ESTABLISHED 1859

Assets - - - - -	\$753,417.06
Surplus to Policyholders - - - - -	411,808.66



DIRECTORS:

A. H. C. CARSON, Toronto	President
R. HOME SMITH, Toronto	Vice-President
F. D. WILLIAMS	Managing Director
A. C. McMASTER, K.C.	W. T. KERNAHAN
S. G. M. NESBITT	H. N. COWAN
G. H. WILLIAMS	

HEAD OFFICE - 33 SCOTT ST., TORONTO

QUEBEC BRANCH OFFICE

LEWIS BUILDING, ST. JOHN STREET MONTREAL
BRANCH MANAGER, W. J. CLEARY

THE LIFE AGENT'S MANUAL
PUBLISHED BY THE CHRONICLE, MONTREAL