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# The Metropolitan Life . . . Insurance Company

Incorporated by the State of New York

A present clientage of nearly seven million policy-holders attests its popularity.

Assets of over eighty-nine million of dollars, with liabilities of seventy-eight millions, and a surplus of over ten millions of dollars.

Demonstrate its financial stability.

The payment of over 320 death claims daily tells of the good it does.

Insurance in force of nearly \$1,220,000,000 attests its greatness and favor with the public.

**"The Leading Industrial Insurance Company of America."**

Is represented in . . . All the principal cities of the United States and in Canada.

The Metropolitan is one of the oldest Life Insurance Companies in the United States. It has been doing business for more than thirty-five years. It is the most progressive Life Insurance Company in America to-day.

### PERMANENT, PROFITABLE AND PROGRESSIVE EMPLOYMENT AGENTS WANTED

Any honest, capable, industrious man, who is willing to begin at the bottom and acquire a complete knowledge of the details of the business by diligent study and practical experience can, by demonstrating his capacity, establish his claim to the highest position in the field. It is within his certain reach. The opportunities for merit advancement are unlimited. All needed explanations will be furnished upon application to the Company's Superintendents in any of the principal cities, or to the Home Office No. 1 Madison Avenue, New York City.

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- JOHN R. HEGEMAN, President.
- GEORGE H. GASTON, 2nd Vice President.
- HALEY FISKE, Vice-President.
- J. J. THOMPSON, Cashier and Asst. Secy.
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- THOS. H. WILLARD, Medical Director.
- A. S. KNIGHT, Medical Director.
- W. S. MANNERS, Assistant Medical Director.
- E. M. HOLDEN, Assistant Medical Director.

# The Bulletin

Toronto, Canada.

## The FEDERAL LIFE Assurance Company

HEAD OFFICE:

HAMILTON, CANADA.

Capital and Assets - . . . . .	\$2,512,387 81
Surplus to Policyholders - . . . . .	1,032,647 33
Paid to Policyholders in 1902 . . . . .	201,411 68

Most Desirable Policy Contracts.

DAVID DEXTER,  
President and Managing Director.

J. K. McCUTCHEON,  
Supt. of Agencies.

ASSESSMENT SYSTEM

**BENEFITS GIVEN BY THE I. O. F.**

YOUR special attention is called to this first class Fraternal Benefit Society, and you are invited to become a member thereof, thereby securing the substantial benefits set forth under Sections "A)" and "B)" following, in addition to the social and fraternal privileges of its Court or Lodge rooms, which are to be found throughout the Dominion of Canada, the northern and healthy sections of the United States, Great Britain and Ireland, and Norway.

**(A) For Yourself, During Your Lifetime.**

1. **Free Medical Attendance** of the Court Physician within whose jurisdiction you may be taken ill, except when the Court has by by-law dispensed with free medical attendance. Some Courts, in addition, furnish medicine free, and in certain cases trained nurses.
2. **A Sick Benefit** of \$3.00 per week for the first two weeks, and \$5.00 a week for the next ten weeks, and as provided in the Constitution and Laws of the Order, \$3.00 a week for an additional twelve weeks. The Sick and Funeral Benefits are optional. It costs \$2.00 extra to become enrolled for these benefits; the monthly premiums run from 40 cents to \$1.00 per month, according to age at enrolment.
3. **A Total and Permanent Disability Benefit** of \$20, \$50, \$1,000, \$1,500, \$2,000 or \$2,500 for one-half the face value of your Mortuary Benefit Certificate or Policy with exemption from further payments of assessments or premiums and Court dues, upon becoming totally and permanently disabled by disease or accident, which may occur at any time.

4. **An Old Age Benefit** consisting of exemption from payment of assessments or premiums and Court dues after reaching the age of SIXTY years.
5. **An Old Age Disability Benefit** which is available only after reaching the age of SIXTY, and consists of \$50, \$100, \$250, \$400 or \$500 (or ONE-TENTH) of the face value of your Mortuary Benefit Certificate or Policy, payable yearly for ten years from the date, at which you are adjudged to be totally and permanently disabled by the infirmities of age. If death should occur before the ten annual payments have been made, the unpaid instalments would be paid in one sum to your beneficiaries.
6. **An Old Age Pension Benefit** payable annually during the period of your disability, which you can elect to take instead of the Old Age Disability Benefit upon being adjudged totally and permanently disabled by the infirmities of age. The amount of the Old Age Pension Benefit depends on the amount of the certificate or policy held, and the age at which the Benefit is taken. On a \$5,000 certificate or policy at age of 70, the amount of pension would be \$546; at age 75, it would be \$729, etc.

**(B) For Your Beneficiaries, at Your Death.**

7. **A Burial Benefit** of \$100 (if you have elected to take the Old Age Pension Benefit) to insure decent burial.
8. **A Funeral Benefit** of \$50 (if at the time of your death you are enrolled in the Sick and Funeral Benefit Department) to assist in defraying funeral expenses.
9. **A Mortuary Benefit** of \$500, \$1,000, \$2,000, \$3,000, \$4,000 or \$5,000, or so much thereof as has not been previously paid to yourself.

**PROGRESS OF THE ORDER**

The following table will give a comprehensive view of the progress made by the Order since re-organization in 1881:

Status at December 31st, each Year.

Year.	Total Membership.	Total Benefits Paid each year.	Total Surplus.	Surplus per Capita.	Death Rate per 1,000.
1881	1,019	\$1,300 00	\$4,568 55	\$4 48	\$4 50
1882	1,134	12,658 86	2,957 83	2 61	11 40
1883	2,210	9,492 68	10,857 05	4 91	4 73
1884	2,558	13,914 31	23,081 85	9 02	4 53
1885	3,642	29,576 99	29,802 42	8 18	7 76
1886	3,804	28,499 82	53,081 28	9 20	4 55
1887	7,811	59,014 67	81,384 41	10 41	5 78
1888	11,800	89,018 16	117,821 96	9 98	6 43
1889	17,349	116,787 82	188,136 36	10 84	8 85
1890	24,694	181,846 79	283,967 20	11 54	5 18
1891	32,303	261,436 21	408,738 29	12 65	6 40
1892	43,974	344,748 82	580,527 85	13 49	4 75
1893	54,484	392,183 93	858,827 89	15 76	5 47
1894	70,055	511,162 30	1,187,225 11	16 94	5 47
1895	86,521	683,000 18	1,649,373 46	18 03	8 57
1896	102,838	820,941 91	2,015,484 38	19 60	5 50
1897	124,083	992,225 69	2,558,822 78	20 52	5 56
1898	148,265	1,176,015 18	3,180,370 30	21 49	5 67
1899	183,619	1,430,290 33	3,778,543 58	23 69	6 20
1900	196,717	1,545,145 44	4,483,364 44	24 81	6 53
1901	192,086	1,730,920 67	5,261,831 52	27 39	6 66
1902	295,369	1,748,551 05	6,219,071 17	30 25	6 60

**RATES OF PREMIUMS PER \$1,000 IN THE ORDINARY OR PREFERRED CLASS.**

Age.	Per Mo.	Per Year.									
18	\$ 76	\$ 9 12	28	\$1 06	\$12 72	38	\$1 56	\$18 72	48	\$2 50	\$30 00
19	78	9 36	29	1 10	13 20	39	1 62	19 44	49	2 70	32 40
20	80	9 60	30	1 14	13 68	40	1 68	20 16	50	2 90	34 80
21	82	9 84	31	1 18	14 16	41	1 76	21 12	51	3 10	37 20
22	84	10 08	32	1 22	14 64	42	1 84	22 08	52	3 30	39 60
23	86	10 32	33	1 26	15 12	43	1 92	23 04	53	3 60	42 00
24	90	10 80	34	1 32	15 84	44	2 00	24 00	54	3 90	46 80
25	94	11 28	35	1 38	16 56	45	2 08	24 96			
26	98	11 76	36	1 44	17 28	46	2 18	26 16			
27	1 02	12 24	37	1 50	18 00	47	2 32	27 84			

**THERE ARE NO ASSESSMENTS ON DEATH.**

The Supreme Court makes annual returns to the Board of Trade of Great Britain and Ireland, and to the Insurance Department of Canada, and to the Insurance Departments of various States in the United States of America. The Order is subject to and has frequently received inspection at the hands of the officers of the various Insurance Departments. To become a member of this great Order, will require the payment of \$4.00 and upwards, according to the amount of Mortuary Benefit applied for when application is made.

The I. O. F. is regularly licensed to transact business in most of the Northern States of the United States.

**ORGANIZERS WANTED.**

For further information, literature, etc., apply to

HON. DR. ORONYATCKHA, S.C.R., Toronto, Canada.

HON. E. G. STEVENSON, S.C., Detroit, Mich.

JOHN A. MCGILLIVRAY, K.C., Supreme Secretary, Toronto, Canada.

# British Empire Mutual Life Assurance Co.

Founded - 1847

Head Office  
for Canada

MONTREAL

Accumulated Funds over \$15,000,000.

Premium Income exceeds \$1,360,000 per annum.

Valuations made on a 3% basis throughout.

Canadian expense ratio about half the average.

Bonuses at full English Rates.

The Company transacts all classes of Life Assurance and Annuity Business at Rates of Premium materially below the average of British Companies.

A. McDOUGALD,  
Manager for Canada.

## The Continental Life Insurance Company

AUTHORIZED CAPITAL, \$1,500,000.

HON. JOHN DRYDEN, PRESIDENT

The Continental Life Policies are unexcelled for simplicity and liberality.

Highest guarantee; lowest rates.

Good reliable agents wanted, also three Provincial Managers for Quebec, New Brunswick and Nova Scotia.

GEO. B. WOODS,  
General Manager.

CHARLES H. FULLER,  
Secretary.

Head Office - TORONTO

*Something Really New In Life Insurance* The Adjusted Indemnity Policy issued by the Northern Life Assurance Co. has no equal. It gives the necessary Home Protection for less money than the Regular Policies. Write for booklet explaining it.

JOHN MILNE,  
Managing Director.

Head Office, LONDON, ONT.

"The Leading Fire Insurance Company of America"



WM. B. CLARK, PRESIDENT

W. H. KING, Secretary.

A. C. ADAMS, HENRY E. REES, C. J. IRVIN, A. N. WILLIAMS,

5%  
TWENTY YEAR  
GUARANTEED INVESTMENT BOND  
A SPECIALTY WITH US  
LONDON AND LANCASHIRE LIFE  
B. HAL. BROWN, GENERAL MANAGER  
HEAD OFFICE MONTREAL, CANADA.

## The Dominion of Canada Guarantee and Accident Insurance Company

Authorized Capital: \$1,000,000

Dominion Government Deposit: \$93,369.68

Guarantee Insurance, Accident Insurance and Sickness Insurance

Head Office: TORONTO, ONT.

GEORGE GOODERHAM, President. J. E. ROBERTS, Gen. Manager.

## THE LONDON MUTUAL FIRE INSURANCE COMPANY OF CANADA

Established 1850

Business in force	\$66,000,000 00
Losses paid to date	3,250,000 00
Assets	628,690 16

Insurance effected on both Cash and Mutual Systems.

Hon. John Dryden,  
President.

Geo. Gillies,  
Vice-President.

H. Waddington,  
Secy. and Managing Director.

Lauchlin Leitch,  
Superintendent.

D. Weismiller and J. Killer Inspectors.



his speculative remarks should inculcate or encourage the idea that simply because the doubtful or the unlikely *may* happen, that the safe doctrine which insists upon nonimpairment of capital should be regarded as over-exacting, asking and expecting too much of the companies because it is not necessary, nay, that it is useless to keep capital intact, or indeed, on that line of argument—mere assertion—it should not be necessary to have any capital at all. "Such master such man," or as some would say it, "such priest such people," are old sayings made use of to express and illustrate the fact or principle that as a rule people not only follow their leaders but actually copy them, for good or evil, always the evil being more readily copied, thus involving serious responsibilities on the leaders. The leader in this instance being the Superintendent of Insurance, who is properly regarded and looked to as the priest and master to direct how insurance matters shall be conducted according to law. It is an exalted, responsible position, and can be used to protect and promote the interests committed to his safe-keeping, or be slighted if not neglected, or worse, be misdirected, just as the Superintendent may see fit to insist upon the observance of the law by the companies or be too lenient, relaxing the law or suggesting that the law is too stringent and need not be too seriously regarded, as the Superintendent argues—that in fact the law says more than should be said, and requires more than need be granted or complied with.

Such we regret to state is the legitimate construction to be put upon the insidious hints respecting the Dominion Insurance Act and other insurance enactments, by teaching that the capital of an insurance company *may* be impaired and still that the company *may* fulfil to the letter all its obligations as well as if its capital were not impaired. Possibly. But what a freak doctrine to be preached by an official specially charged with the express duty of administering the insurance laws as they exist—not to sneer at nor cast doubts on them. Looseness or leniency of administration in such case if not a crime is, to say the least, a very serious mistake on the part of Superintendent. Many of the companies will eagerly avail themselves of the mistaken, but well meant, leniency, and will make, as many of them do make, indemnity insecure through impairment of capital, induced by careless speculative underwriting and the mistaken indulgence of government supervision, so that through the kind, (?) accommodating tendencies of the Superintendent, the policyholders' interests suffer, their indemnity being made uncertain, doubtful, questionable—insecure.

Will the Superintendent give instances, for there are such, and a few would suffice to illustrate the application of his wild, venturesome assumption that a company "may be legally impaired and yet be in a position to dispose of its business, etc." No person will

seriously question the Superintendent's statement, founded as it is on possibilities, that a company "*may*," etc. But is it safe, is it in accordance with the generally received doctrine of insurance to let a company become "legally" impaired, and if so how far should the company under "legal" competent supervision be permitted to go, legally or illegally, "impaired" before the insurance department, in the person of its magnanimous Superintendent, should interfere to stop the company's downward course to ruin? Or would that uncertain point ever be reached before the impairment should become irrecoverable, the capital exhausted and with it the security pledged to the policyholders? In such case would the Superintendent be performing his official duty by allowing things to drift that far? And further, assuming that he knows, and we grant that he must know, at any rate we think he should know, or have a fairly appreciable idea of the difficulty of overcoming an impairment of a fire insurance company's capital, is he, as a competent, watchful Superintendent supposed to be guarding and guiding the companies and all their interests, not overlooking those of the policyholders—living up to his official obligations, as understood, enforcing the insurance statutes while officially allowing the companies in his charge to become *legally* impaired, or in any sense at all impaired? Surely not, for is it not part of his recognized official duty, himself to live up to the law and see that the companies also do the same on their part?

The insurance department must have had a hand and a voice in building the Insurance Act and other legislation prohibiting or providing against the impairment of capital, and is not the Superintendent bound by the Act and the obligations of his office, to prevent the companies from paying dividends while the capital is impaired? Why then sanction that wasteful practice to continue and so permit the companies to drift into insolvency in face of preventive legislation? And who then should sustain and if necessary enforce the law if not a government official, a Superintendent of Insurance for instance, appointed expressly for the purpose of protecting the public—particularly the policyholders, against carelessness, or designed fraud on the part of the companies?

But in "such case," where the company pays its way and retires from business irrespective of capital, "there is," says the superintendent, "no actual impairment." Well, now, see what it is to be at once a financial expert and a Superintendent of Insurance! Heaven help us, what a revelation it is! It bangs Banagher, more it beats the devil to be officially assured that you really don't owe anything or any person anything after *all* your debts are paid. What a parting of the clouds it is to be sure, and by a government official at that! Now, in the name of all that is ridiculous what is to be the next officially announced absurdity?

### MANUFACTURERS AND OTHERS V. FIRE INSURANCE RATES, ETC.

A rumbling sound of grumbings is heard from manufacturers and others in this country against what they term the faithless practices of fire underwriters. Such grumbings have been heard before on occasions, from time to time, and were then in part, as in part they now are, justifiable. In particular instances faith has not been kept with the insured, which is regrettable. But some persons and some classes of business, are habitual grumblers at insurance rates, insurance usages and the conditions on insurance policies. Such folk are hard to stand and harder to please. But it should not be overlooked that though the underwriters necessarily have the fixing of the rates and terms, every person has the privilege to accept or decline the rates or terms offered. But rates having been fixed, presumably on the merits of the risks as presented, it is only reasonable that the insured should expect that "future improvements" in the risks would be acknowledged and be allowed for in re-adjusting the rates. This reasonable proposition has not at times been carried out by underwriters. Instances have been known where even after acknowledged "improvements," beneficial changes have been made, the rates have not only *not* been adjusted to meet the "improvements," but have been raised instead. Of course that was an inexcusable breach of good faith on the part of the underwriters and little wonder that the insured "kicked," got wrathful in fact.

Some such state of things is now in hand among manufacturers in Canada, as set forth at a recent meeting of the executive committee of the Toronto branch of the Manufacturers' Association. As published in city newspapers, it is claimed by the manufacturers,

"That an agreement was reached between the Fire Underwriters' Association and themselves whereby the rates would be lowered if improvements in the insured buildings were made. The manufacturers state they have made these improvements, adopting the most modern fireproof material and installing fire protection systems at considerable cost. They now say that instead of the rates having been lowered, in many instances they have been raised."

The underwriters are represented as admitting that,

"The rates have been raised in some instances where improvements have been made. As is generally known in fire insurance circles, Canadian business to most companies during the last few years has been unprofitable. The present year is one of the hardest the companies will have had to bear, they state, and as a result they are enforcing the schedule in a stricter manner than heretofore. No increase in the rates has been made, they say, but in the past the companies in their anxiety to get business, were somewhat lax in the application of their schedule. As a result, the closer adherence to the schedule now has been considered by many as an increase. There seems to be a desire on the part of the companies to make a little money for the next year or so."

Yes, but is it fair, to say nothing of honorable, to break a bargain, or well understood arrangement whereby rates were to be affected by changes for the bettering of risks. For, if changes for the worse would

cause an increase of rates, as should be the case, why not apply the just and agreed-to-rule by reduction of rates for acknowledged "improvements." Or is that too much like fair play and equity, or is sauce for the goose not sauce for the gander in fire underwriting affairs?

The manufacturers are said to be eagerly seeking relief in their distress and seem to think that some American fire insurance company or companies, no names are mentioned, would suit their purpose, "fill the bill" by granting lower rates than those to be had from companies in Canada. Perhaps so, and then again perhaps not. Low rates do not always furnish insurance. We would, however, suggest that failing to find in Canada insurance companies to comply with their wishes or demands, the manufacturers should join hands and interests by organizing themselves into a mutual fire insurance company through which they would by experience, get at once and at the actual cost their insurance, and also some practical knowledge of fire insurance which would probably be beneficial to them. The organizing for themselves of mutual fire insurance companies is the mode of relief usually adopted by disgruntled classes of policyholders in stock companies. The results are not always, in fact they seldom are satisfactory to the organizers, neither, indeed, are people, even including manufacturers, always ready to be reasonably satisfied, at any rate with their insurance.

A remarkably common source of dissatisfaction among policyholders is a missapprehension, one which viewed from the insurance stand point, becomes absurdly unreasonable, displaying on the part of the grumblers gross ignorance of the principles of insurance. Such people regard as an injustice on the part of the underwriters to make communities, cities, towns, business concerns, corporate bodies etc., pay premiums, as could be shown, amounting in the aggregate to more than the actual fire loss of the classified business concerns, the cities, towns, other localities, corporate bodies etc., as the case may be, during a decade or other term of years. But to so localize and restrict insurance would make successful insurance as a business impossible. Being founded on the doctrine of average, insurance to exist properly requires an unlimited area for its operations and unrestricted range of business - the wider the area and the greater the range the better.

Therefore to limit and restrict insurance to localities or classes would be a very unwise proceeding. It would greatly increase the hazards and enhance the cost both to the companies and the insured.

Insurance embraces the whole world and all it contains, as the objects or subjects of its beneficent operations. Yet limitations and restrictions of one kind and another, of rules and regulations, prohibited lists,

etc., are insisted upon by underwriters much to their own prejudice and that of the policyholders. Therefore, sound fire insurance doctrine is this, that everything is insurable at proper (adequate) rates and under suitable contracts.

In the same way people complain of making them, as they usually put it, contribute or help to pay losses incurred in other parts of the country or of the world. Such utterances in effect express the false doctrine that insurance should be localized and that, therefore, the more it is limited, narrowed down and hemmed in the better it will be for the companies and the safer for the insured. Nothing, however, could be further from or more opposed to the truth as it is embodied in the principles upon which insurance is founded. People do not realize the grand idea that insurance well and forcibly illustrates the injunction to bear one another's burdens,—that insurance cheerfully gives the glad and the gladdening hand to all, and that its benign influences are world-wide, making mankind brothers and co-workers for their common good.

If the localizing, narrowing-down plan of insurance which is now far too generally held in public, even among underwriters, were fully carried out, that each locality, corporate body and separate class of business had to pay its own losses, what chaos would result, what ruin would soon follow!

When would then come the payment of losses? From what source came the funds to pay the Chicago losses of years ago, of Quebec, of Boston, of St. John, of Ottawa, of Jacksonville, etc., etc.? Did the premiums paid in the several localities, up to the respective dates of these conflagrations, suffice to pay the losses amounting to millions of dollars in each case? No, not at all, and it is only trifling with very serious facts to ask or suggest such questions.

The conflagration hazard is now thoughtfully spoken of by underwriters, and provision is, we understand, made in the new rates for this class of hazards which are becoming more common and destructive year by year. As towns and cities grow and manufacturing hazards increase with the expansion of trade, new inventions produce new hazards and add to the old. The conflagration hazard has always existed to a greater or less extent, but no special provision was made for it. Not many years ago conflagrations were few, and far between, now however, they are more frequent and generally more destructive. So that in view of these facts, fire underwriters do well to make provision in the rates against such visitations. Such precautions, however regarded, are really made in the interests of the public.

Then seeing that conflagrations will happen and will, like volcanic eruptions, cause devastation and ruin, and that no place, however guarded and protected against fire, is absolutely free from dreadful conflagrations, what arrant nonsense it is to talk of localizing, or cribbing and confining insurance to separate classifications of business, to localities and cramping conditions! It is rank nonsense, and such nonsense it is to talk of municipal insurance—each municipality to insure itself, is nonsense gone mad. Far better leave insurance to private enterprise and skill to make it safe to the insured and remunerative to the insurer.

### THE UNEARNED PREMIUM REINSURANCE RESERVE OF FIRE COMPANIES IN CANADA.

As intimated in THE BULLETIN of August, we now return to the consideration of Mr. J. J. Kenny's paper headed as above, printed in THE BULLETIN of July. And we begin by remarking that, in one way and another, Mr. Kenny's reasons and those of the Superintendent of Insurance coincide in a remarkable degree on questions of fire insurance. Among these is this one on the unearned premium, probably because of the origin and common object of the ideas.

The Superintendent's object seems to be to help weak stock fire insurance companies, those having impaired capital, to make healthier looking financial statements than they could now truthfully make or have been making for years past, while at same time indiscreetly permitting them to pay dividends and bonuses to shareholders out of capital. Thus are the companies, in an underhand manner and by gradual process, withdrawing the capital from the policyholders and returning it piecemeal to the shareholders, while still publishing to the world statements tending to show capital intact. What deception!

Mr. Kenny has charge of two such companies, a brace of lame ducks, for whose sake he would like to have the law relaxed, stretched a bit, by making the unearned rate several points lower than it now is. The legal rate is 50 per cent. of the premiums, but 30 per cent. or less would much better suit Mr. Kenny's views and wishes. This, the lessening of the unearned premium, is *the* point in Mr. Kenny's paper, and he makes the most and the best of it by strenuous effort and urgent argument. In this he appears to have a willing, sympathetic supporter in the Superintendent. We would, therefore, suggest that Mr. Kenny and the Superintendent should put their heads together and agitate the question of reducing the obnoxious rate from 50 per cent. to 30 per cent., or lower if found to be desirable, in order to meet Mr. Kenny's views and accommodate his necessities.

Mr. Kenny is greatly in favor of the British usage, which recognizes no fixed standard respecting the unearned premium liability, and it is quite evident why he admires that unrestricted, untrammelled state of things, and would, probably, like to see it become the established usage in Canada. Indeed, it may be with this object in view that Mr. Kenny has taken a branch of each of his companies across the Atlantic to Great Britain—in order to be in a more hospitable insurance climate than is that of Canada for patients suffering from decline. And, moreover, it fortunately happens that Great Britain itself is a believer in free trade, and so affords an excellent asylum to ailing bodies, whether individual or corporate. Well, what more could the

ailing ones desire, than to be let alone and have their own way of doing things unmolested?

Mr. Kenny is severely down on the usage in the United States in this regard, and yet, if results prove or should pass for anything like a practical, forceful demonstration of the beneficial effects of a system or usage on the health and prosperity of fire insurance companies, then surely Mr. Kenny should be one of the very last to object to the safety system of governmental supervision existing in the United States. For, is it not made patent to the world of insurance that under said system, so pointedly objected to by Mr. Kenny as being too exacting, the branches of both of Mr. Kenny's companies, the British America and the Western, are shown to be remarkably successful business institutions, which fact the following figures, advertised in insurance journals of the United States, clearly show:

The United States branch of the British America is shown to have a surplus of \$462,378.10, and the Western a surplus of \$775,903.36; together these surpluses amount to \$1,238,281.46.

Now, we submit that each of these showings is highly satisfactory, and that, combined, the result is excellent indeed. But, that is not the result of Mr. Kenny's immediate personal management or supervision. The results of Mr. Kenny's immediate personal management and supervision are shown in the general financial statements of the British America and the Western, taken from the Superintendent's Report for 1902, recently published, showing that here in Canada, where the management has full sway, the British America instead of a surplus has a deficit of \$502,819.97, but, according to the "Abstract of Statements" issued by the Superintendent last spring (March 6, 1903) the deficit was \$487,169.97. The difference between the figures of the "Abstract" and those of the "Report" amounts to \$15,650.00, being an increase of deficit—a showing from bad to worse.

And under Mr. Kenny's watchful guidance the Western's deficit, as per "Abstract of Statements," was \$687,575.79, but per "Report" the deficit is \$716,305.79, being an addition of \$28,730.00 to the already alarmingly large deficit.

The addition is a long step in the wrong direction. Together the deficits amount to the large sum of \$1,219,125.76. Such is the gross standing of the companies, at headquarters, while the surpluses of the branches in the United States amount to \$1,238,281.40! What could better illustrate or be more conclusively convincing as to the difference of effective and defective supervision? On the one hand, the showing of large surpluses, and on the other hand, where are supposed to be intelligent, expert management, and efficient government supervision, both powers having full control of the situation, the showings are disappointing, disheartening deficits! What a forcible exhibit, reflecting

discredit on the immediate, direct management, and something like disrepute, or worse, on the *indirect*, negligent supervision in Canada. "By their fruits ye shall know them."

Is it any wonder Mr. Kenny yearns for a reduction of the unearned premium rate with a yearning that can find no sufficient, relieving expression? He greatly needs sympathy and kindly support to uphold him in the trying ordeal he is undergoing and the disturbing prospects of a dark, beclouded future. The ordeal offers him two phases of harassing contrasts. Here, in Canada, are seen very serious deficits and still increasing impairments of the capitals of his companies, while in their United States branches are shown very handsome surpluses of assets over liabilities. For these foreign good results Mr. Kenny will probably accept, and may possibly claim the credit, but it is clearly evident from the facts that not to the head office management, but to the effective system of government supervision in the United States, complained of by Mr. Kenny, is to be credited the remarkable outcome—large surpluses,—while here, at the companies' own headquarters, we have what looks like the outcome of incompetent management combined with listless government supervision. Both actors are responsible, and should be held accountable for the depressed, saddening financial condition of both these old native Canadian institutions.

The situation is indeed a serious one and a delicate, requiring, and should have, the instant, best efforts of the directors for its amelioration.

Fundamental changes are needed, and we venture, suggestively, to ask, Why not amalgamate the companies under one management, or reinsure one or both? Britain offers a good field for such transactions, and both companies are represented on the spot.

Something should be done, and done in time, considering the circumstances. We heartily wish that Mr. Kenny could work out a surplus for each of his companies, and that the affairs of the one and the other were every way what, upon the whole, they are not—satisfactory.

#### INSURANCE COMPANIES' SUPPORT OF PERNICIOUS JOURNALS.

*The Commercial*, Winnipeg, of August 15, reprints in full our article on the above subject, which appeared in July BULLETIN, and appends the following note:

"Note by *The Commercial*.—We learn from the Great-West Life head office here that the letter from the *Economist* was given to the *Monetary Times* with full liberty to publish at the time it was first received. That journal, however, saw fit to comment upon the matter without using the name. The Great-West Life did not therefore hold the letter back for a time as is inferred by THE BULLETIN."

We do not think that it could reasonably be inferred from what we said, that the company had held the letter

back but that it had not taken the necessary steps to publish all the facts. When the *Monetary Times* omitted to mention the name of the journal referred to in its article, the company apparently allowed the matter to rest, and took no further steps until recently to remedy the omission and make its agents and friends acquainted with all the facts. The Great-West has now, however, done so in a thorough-going manner, and has lost no prestige or friends thereby.

While dealing with this subject, we might say that our attention has been called to an article in a recent issue of this same *Economist*, entitled "People in Glass Houses," or something to that effect, in which an attempt was made to show that THE BULLETIN was in the same class with the *Economist*. A ridiculous canard which was circulated some time ago by the notorious Mutual Reserve, and the fact that THE BULLETIN carries an advertisement of the Foresters, were put forth as absolute proof of the "moral obliquity" of this journal. No attempt was made, however, to answer or explain the charges presented in our article. As to the "moral obliquity" of THE BULLETIN, our readers must be the judges. Certainly the status of this paper is not likely to be affected either for good or for evil by anything which appears in the *Economist* as it is now conducted.

### PROGRESS OF FIRE PROTECTION.

We have derived much interesting and useful information from a perusal of Mr. Sims' well written and instructive paper on the above subject. The preparation of such an essay involves much thought, labor and research and is indicative of great enthusiasm on the part of the writer. Mr. Sims certainly appears to be greatly interested, even enthusiastic in his theme. The paper, which was read by Mr. Sims before the Insurance Institute of Toronto, is a pamphlet of 39 pages, illustrated with 14 cuts of ancient and modern fire appliances, from fire buckets, squirts, etc., to the most recent steam engines and appliances for resisting and fighting the fire fiend. Indeed, Mr. Sims has exhaustively ranged the entire field of fire prevention and fire protection, from the first crude attempts to the most recent effective efforts made to master the dread element of fire.

We regret that the state of our columns will not admit of further remarks from us on this occasion, but the subjoined extracts will give readers of THE BULLETIN some pointers as to the purport and merits of Mr. Sims' valuable contribution on the subject he so ably handles.

Mr. Sims divides the history of fire protection into three periods as follows:

1. From the early dawn of history down to the year 1700 A.D., say 20 or 30 centuries, there was no substantial progress, as the appliances at the close of that long period were practically the same

as they were at the beginning, and consisted of buckets, squirts, hooks, and a few simple hand used implements kept by each household, and called into use by the party discovering the fire or by the tolling of the church bell. The water supply was generally deficient and the distribution dependent upon water-carriers. There were a few exceptions during this long period of almost inappreciable development, which were in the best days of the civilizations of Greece and Rome, in which some feeble efforts were made to provide organized fire protection, but which were lost in the dark ages which followed.

2. From 1700 to 1850, 150 years, is the period of the evolution of the hand engine from a small crude affair to a very efficient machine. Also during this period there was considerable progress in the supply and distribution of water by pipes and storage tanks. Flexible hose, both suction and delivery, was introduced, and Volunteer Fire Brigades generally and efficiently organized.

3. From 1850 to the present time, say 50 years, the most astonishing progress has been made, and may be described as a series of new creations instead of development. This short period has witnessed the general introduction of waterworks, powerful steam pumps, reservoirs, hydrants, steam fire engines, aerial truck ladders, water-towers, fire boats and electrical alarms, with a host of accessories too numerous to classify and describe, backed up by Paid Fire Brigades, on duty day and night, the whole constituting equipments as perfect as the ingenuity of man can well devise.

It may be asked what effect these modern and powerful protective appliances are having in checking and controlling the destruction of property by fire. Though statistics respecting the fire waste are of very recent date, and in many respects incomplete, we are able to determine from the reports of Insurance Departments, with some measure of accuracy, the ratio of the value of property destroyed year by year, to the value of the whole property in the State. As these statistical reports date back only 25 or 30 years, we cannot make a comparison of the ratio of the destruction of property now with what it was 50 or 100 years ago. Though waterworks and the steam fire engine were being introduced about the middle of the last century, they did not come into general use for 10 or 20 years later, so that the full benefits arising from modern appliances have not been felt for more than the past 25 years. It will be surprising to find that instead of a gradual proportionate reduction in the fire waste it has increased, as shown by the following statistics gathered from Government Insurance Reports covering a period of 22 years down to the year 1901:—

#### UNITED STATES AND CANADA.

1880-1891, 22 years,	Loss \$58 to each \$10,000 of property value.
1880-1889, 10 "	" " 55 " " " "
1890-1899, 10 "	" " 60 " " " "
1897-1901, 5 "	" " 59 " " " "
1897, 1 year,	" 51 " " " "
1898, 1 "	" 55 " " " "
1899, 1 "	" 64 " " " "
1900, 1 "	" 63 " " " "
1901, 1 "	" 60 " " " "

Notwithstanding the efficient devices which the inventive mind has supplied, and the barriers that have been raised against the danger of fires, the fire loss to the whole value of perishable property has in late years increased, and has reached the enormous sum of about \$160,000,000 annually, in Canada and the United States.

Viewing the large area over which this property is spread, and its vast value, we must assume that the foregoing figures furnish a fair average and constitute a reasonable comparison of the proportionate loss of property by fires in recent years with that of previous years, and the conclusion is that in the face of the increased means of protection, there are forces at work increasing the danger of fires, equal to or slightly in excess of the effectiveness of the appliances

provided to control them, and we can only conjecture what the loss would have been if the protection which exists had not been provided.

At the Great Exhibition of London, 1851, public competitive trials of manual engines were held, the records of which show splendid results, and it is doubtful if such machines could have been much improved. Among the competitors were Messrs. G. Perry & Bros., of Montreal, who exhibited a manual engine to be worked by 40 men. It was highly commended by the judges for certain favorable features, and was awarded a prize medal. The hand engines made in the United States reached a high state of perfection, and were probably superior in finish to the European make.

During the decade 1850 to 1860, processes were at work for superseding the hand engine by a more effective machine. The steam engine was being rapidly brought into use in all industries, and its advantages for operating pumps were early recognized. Early in the nineteenth century pumps worked by steam were installed for the purpose of pumping water from mines, for drainage, and for fire purposes in large establishments, but they were all of the stationary type.

The application of steam power to work a force pump, arranging the engine, boiler, pumps, etc., on wheels was first carried out in the year 1829 by Mr. John Braithwaite, of London. The engine constructed in that year was of 10 horse-power, with two horizontal cylinders and pumps, each steam piston and that of the pumps being attached to one rod. Its weight was 4½ tons, and it threw 40 tons of water per hour, to a height of 90 feet. The engine worked with great success at the fire at Argyle Rooms, Soho, at the burning of the English Opera House, and Messrs. Barclay's brewery, at all of which it greatly assisted in preventing the fire from spreading, and for which gratuitous assistance Mr. Braithwaite received the magnificent testimonial presented to his men of ONE SOVEREIGN. Although this engine was most successful in its working and proved its adaptability for the purpose for which it was designed, it met with the opposition which important improvements usually encounter. The principal objections were, it was too heavy for rapid travelling; it would take too long to put it into operation unless steam were constantly kept up; it was too powerful for common use and required larger supplies of water than could be obtained in London streets, and even if water could be obtained the quantity thrown might be injurious and cause mischief.

The time during which the steam fire engine reached a high state of perfection is in marked contrast with the years that elapsed in the evolution of the hand engine to anything like an efficient machine. This was due to the fact that the use of tools and machinery had reached such a stage of perfection by the middle of the nineteenth century that the design of a machine to produce certain results could be executed with a precision that was impossible 100 years before.

This brief history of the Progress of Fire Protection, which is all that can be attempted within the limits of this paper, indicates the wonderful development that has taken place, and without which the material progress that we see to-day could not have been possible. A study of the subject appears to lead to the conclusion that the splendid public appliances which have been brought into general use have not reduced the relative loss of property by fire, and we must conclude that still further progress will be made to meet the forces that are at work increasing the danger.

As a consequence of the enormous growth in the production and storage of goods, mammoth establishments, both in height and area, have become striking features in all cities, and hazards are rapidly developing which are increasingly difficult for fire protection to keep pace with, and though an accurate forecast cannot be made of

future progress, there are indications along the lines which it will probably take. There are limits to the effectiveness of brigades with the best appliances, and when conditions arise beyond these limits, other means must be provided. A fire department has its maximum force at the street level, but as the stories rise its powers rapidly diminish and a stage of inefficiency is soon reached. Aerial ladders and water towers are valuable auxiliaries, but they have their limitations and with height increase the danger to life and limb. The public must not expect firemen to attempt the impossible or risk their lives in efforts to save property and life beyond the means provided. It follows, therefore, that if buildings are erected beyond the effective working of a brigade with the best appliances, new and secure standing ground must be provided from which firemen can operate without danger to themselves. This new fighting ground must necessarily be within the buildings themselves, and upon which must be stationary and movable appliances with full force of water to reach all parts.

In the congested districts of all cities the tendency is towards tall buildings, and when any considerable number are erected, separate and independent water works will have to be installed with mains and pipes of sufficient strength to maintain the pressure of the altitude, with stand pipes, hose connections and other appliances on every flat to enable the brigade to attack a fire in any part in the shortest possible time. The disastrous fires which have repeatedly occurred in tall mercantile buildings, have demonstrated the fact that they cannot be successfully combatted from the street level with the most powerful appliances, and so hazardous has the situation become in many cities that separate and independent waterworks systems are being installed or projected for the purpose of specially meeting the serious conditions which have arisen.

Mr. Sims proceeds to speak of the various kinds of hose, the aerial ladder-truck for fires in tall buildings, the fire-boat for the protection of water fronts, the chemical engine, etc. He expresses his firm belief in the effectiveness of fire alarms and prompt attention to fires in incipient stages, automatic sprinklers and stand pipes are commended, and slow burning materials are preferred to the steel frame even when protected with terra cotta against fire.

The paper closes with instructive "notes" on construction, on the spread of fires, on lighting, heating and ventilating systems, on fire protection of premises, and fire alarms. Each note is suggestive of the right thought and action for the time and the occasion.

While commending Mr. Sims' paper for its very valuable information, still we hold to the doctrine that while the underwriter should know all that is knowable in relation to fire prevention and protection against fire, to prevent fire or protect against fire, is neither the business nor the duty of the fire underwriter as such, simply because, as quoted by Mr. Sims himself,

INSURANCE IS INDEMNITY ONLY.

### THE CONTINENTAL INSURANCE COMPANY OF NEW YORK.

The financial Statement of the Continental Fire of New York for the past year shows assets \$12,957,841.15, and including capital paid up, \$1,000,000, the liabilities are \$7,238,879.17, leaving surplus \$5,718,961.98, a compliment to skilful management.

## LIFE NOTES.

We are in receipt of a copy of the annual report of the Equitable Life Assurance Society of London, Eng., for 1902, presented to the members at the 141st annual general meeting held on May 5 last. Though this Society does not transact business on this side the Atlantic, its report is nevertheless interesting to us in many respects. The society employs no agents and pays no commission for the introduction of business. Its growth has naturally been slow, but the results achieved are worth the careful consideration of underwriters. In 1902 the society issued 250 new policies assuring the sum of £253,533 and deferred annuities of £2,088 per annum. Re-insurances were effected for £36,100, leaving net new sums assured of £217,433 and deferred annuities of £2,088 per annum. The new premiums, after deducting reinsurance premiums, amounted to £14,695 8s. 7d., including 27,057 0s. 11d. single premiums. Thirty-three immediate annuities were granted assuring payment of £2,231 2s. per annum for the consideration of £22,442 11s. 2d. Claims arose under 109 policies in respect of 72 deaths. The original sums assured amounted to £109,179 and the bonus additions paid at the time of death amounted to £92,603 4s. In several cases bonuses which had been declared, amounting to £14,411 12s. 6d. had been surrendered either for cash or reduction of premiums, so that total additions declared on all policies which became claims amounted to £107,014 16s. 6d. On the average, therefore, every £1,000 of assurance which become a claim last year had been increased by additions to £1,980 5s. In a detailed list of claims which accompanies the report, it is shown that in two cases the sum assured and declared bonuses exceeded four times the original amount assured; in nineteen cases, three times the original amount assured; in twenty seven cases, twice the original amount assured; and in seventy-four cases, one and a half times the original amount assured. The total expenses of management amounted to £13,505 5s. 4d., being 7.01 per cent. of the premium income, and 3.64 per cent. of the total revenue. The funds of the society at the close of the year amounted to £4,861,316 8s., having been increased by £128,088 7s. 1d. by the year's operations.

"You never hear of a bank's trying to build itself up by issuing literature or advertisements contrasting its position with any other similar institution. Certainly not! It stands on its own strength, solidity and general business reputation. Why should not a life assurance company conduct its business in the same way, without reference to other life assurance companies? It should; and it is going to be so conducted hereafter, at least by the Equitable, and we hope by all the other companies.

"To do business on your own merits without reference to your neighbor is the true principle. We all know that the man who undertakes to advance his own interests by pulling others down is building on a false foundation, and the principle is the same in business as in morals. Fight your own fight manfully, but do not attack your fellowman who is trying along different lines to do what you are doing."—Vice-President Tarbell of the Equitable Life in his monthly letter to the field force.

During the month of June the Conservative Life of Los Angeles, of which company Mr. Wilbur S. Tupper is the energetic vice-president, wrote over \$1,000,000 in new business, the premiums thereon averaging \$43 per \$1,000.

Mr. E. R. Carter has been appointed actuary of the National Life of the United States. He was formerly actuary of the National Life and Trust.

The Connecticut Mutual Life has re-entered Kansas, from which State it had been excluded by the notorious commissioner of insurance, Webb McNeil, for refusing to pay the celebrated Hillmon claim.

It is stated that the amount of business issued by the Provident Savings Life, from all sources, during first six months of this year is about forty per cent. in advance of amount written during corresponding period last year.

The directors of the Liverpool and London and Globe Insurance Company have appointed Mr. Arthur Charles Roadnight Cockman, F.I.A., to be assistant actuary to the company at the Liverpool office.

Mr. Spencer C. Thomson, B.A., F.I.A., F.F.A., manager and actuary of the Standard Life, will retire from that position in May next. Mr. Thomson became managerial head of the company in 1875 on the retirement of his father, the late William Thomas Thomson, the first manager of the company. To succeed the present manager the directors have appointed Mr. Leonard W. Dickson, C.A., who has been a member of the board for the past three years.

The *Insurance Age* published in New York says: "A daily paper of this city recently had an article containing forty-seven sermons on life insurance. It was a list of names and was headed with the little word 'died.'"

An interesting point among life insurance agents not infrequently is as to when competition should cease. The agent with a "prospect" in hand is naturally inclined to feel that all others should "keep out" while he who comes into the argument late—and life agents know that such is frequently the case—desires, and is likely to make the most of, whatever chance he can get. We see it stated that in Springfield, Mass., the agents have decided that with them competition shall cease with the signing of the application. This, it is said, is not laid down as a cast iron rule, but as a declaration of belief, and is said to have resulted in a benefit to the agents of that city. How would it answer if the agents in some of our Canadian cities and towns were to adopt the "Springfield Rule"?

According to the Concord *Monitor* of July 29, Insurance Commissioner Linehan announces to certificate holders of the Independent Order of Foresters that the order is not now authorized to do business in New Hampshire, and it will be illegal to solicit members, to receive or transmit any money to the order, or to transact business of any kind for it in New Hampshire. Certificate holders can retain their membership by sending their dues or assessments personally, without violation of the law. This is in line with the Commissioner's action in not permitting the Mutual Reserve to enter the State. In writing about the I. O. F. in its issue of 12th ult., *The Insurance Press* says: "It appears that the Commissioner has not acted hastily. Indeed he has been exceedingly patient. He notified the officers of the I. O. F. that the order would not be recognized in that State as a fraternal organization, but could re-enter as an assessment life association. In answer he was informed that an appeal from his decision would be taken and he was petitioned to defer action till the appeal was decided. The Commissioner waited for over a year, but received no notice that an appeal had been made."

Mr. Frank O. Aytes, for some years past manager of the intermediate branch and assistant manager of the ordinary branch of the Metropolitan Life, has been elected by the directors fourth vice president of the company.

Possibly taking example from the Mutual Reserve the following new life insurance companies are now doing business on the legal reserve plan and are the re-organizations of former assessment associations. We find the list in the *Life Insurance Independent*, which says that the companies "seem to be well equipped with securities."

The Southwestern Life Insurance Company of Dallas, Texas; formerly Southwestern Life Association, capital, \$100,000; surplus, \$50,000. The Security Life and Annuity of Greensboro, N. C., capital, \$100,000. The Southern Life Insurance Company of Nashville, Tenn., formerly Southern Life Association, capital, \$100,000. The Security Mutual Life Insurance Company of Lincoln, Nebraska, a mutual company. The Security Life and Annuity of Woodstock, Va., with headquarters in Philadelphia, capital, \$100,000. There is a North Carolina Company of the same name. The Kansas City Life, capital \$100,000. The Security Loan and Trust Company of Greensboro, N. C., has established a life insurance branch, the business to be on a legal reserve basis. Capital, \$200,000. The Farmers' and Mechanics' Life Association of Galesburg was planning to reorganize as a legal reserve company, with a capital of \$100,000, but wiser counsels prevailed and it accepted reinsurance with the Mutual Life of Illinois.

Somewhat in keeping with the above *The Spectator*, New York says: "Many of the fraternal orders have experienced a general feeling of distrust in the rates they have been charging, and are realizing that they cannot continue giving insurance at less than cost. The changes which have recently taken place in their tables of rates are of a varied character, but all tending to advance. The Mutual Protective League has divided its membership, allowing the old members to remain at the old rates and place the increase on the new members. The Order of Select Knights increased its rates for all ages, and The Protected Home Circle has increased its rates and also its per capita tax and membership fee. The Court of Honor made a decided increase in rates besides charging a per capita tax, but the old members are not affected thereby. The Ancient Order of United Workmen has made a heavy increase which has not been accomplished without strong opposition, as it hits the older members hard. Ten assessments are to be levied upon all members in addition to their monthly dues. The Union Fraternal League and the United Order of the Golden Cross have also advanced their rates, the increase applying to all ages. Profiting by experience the tendency among the fraternal organizations appears to be to get their orders on a substantial and permanent basis, by making their rates approach very closely the premiums charged by the old line companies for ordinary life insurance. Reference was made in these columns recently to the flexible nature of fraternal insurance. In a recent case the court, however, decided that the American Legion of Honor can not legally scale its certificates, and refused to sustain the validity of a \$1900 compromise made by the Legion upon a \$5000 certificate. The mathematical question in fraternal insurance is now, therefore, something like this: How much must a society collect every month at a given age to pay a \$5000 certificate at death, with privilege of paying any smaller sum than \$5000, according to the condition of the treasury and the treasurer?"

It is to be hoped that as solemn conclaves and congresses of fraternal bodies deliberate on such problems, our principal universities will also take up the subject and consider it alongside of the well-known problem that if a horse and a cow cost \$200, what will a ton of coal come to?"

And speaking of fraternal, Insurance Commissioner Cutting of Massachusetts, in his latest report, says: "The event of the year 1902 most vitally important to the fraternal insurance companies of

this country was the appointment of a committee, by the last convention of insurance commissioners, to draft a new code for the regulation of fraternal by the various States, and submit it to the next session of the convention for consideration. The purpose was to supersede, as far as possible, the many differing statutes covering fraternal, by a uniform law for all the States willing to adopt it, thus doing away with the embarrassment to these companies of finding in one State laws requiring them to do what would be repugnant to the laws in other States. It was not intended, however, by the commissioners to draft this uniform code as a star chamber proceeding, and then try and force it upon the fraternal by legislative enactment, if such could be secured. Rather the plan was to act in conjunction with representatives of these orders and, if possible, draft a bill that would on the one hand be liberal enough to allow them to operate, and on the other contain provisions that would, by easy degrees, lead to greater security. The commissioners desired uniformity, but at the same time a recognition of the fact that such provision should be made for meeting insurance contracts as they mature as experience had shown to be absolutely necessary. . . . Many of the leaders in fraternal work are ready to say, and do say, that an increase of rates is demanded by the condition of many of the old companies. To make this increase, however, while seeming to an outsider to be an easy thing perhaps, is a most serious problem. They hold that to attempt to make the advance all at once, and immediately would mean in many cases disruption, and in consequence destruction of the protection of many members too old or too much broken in health to secure protection elsewhere. They hold that it is necessary to go slow, and to seek to accomplish, through educative process, the desired end. They deprecate any radical step at once, but apparently are ready for the adoption by the legislatures of some progressive policy, the purpose and tendency of which shall be an improvement in the financial condition of this class of companies."

The Sun Life, according to *Sunshine*, the ably conducted paper of that company, has, during the last ten years increased its income more than 300 per cent., its assets about 400 per cent. and multiplied the assurances in force almost three times. Among the personals in the same issue of *Sunshine* we find the following:

"Mr. E. C. Peed, who recently joined the agency staff of the Sun Life of Canada as Manager for Maryland and the District of Columbia, has had a varied and successful experience in life assurance work, and is already making a name for himself as a writer in his new position. We note that his name has appeared on the agency department's 'Honor Roll' every month since he joined the staff, and no doubt Mr. Peed will endeavor not to miss any of the future months' 'special mention.'

"Michigan agency led all the company's agencies in business written for the first half of 1903. Mr. H. C. Rankin, of the same agency, was the largest individual writer for June.

"Mr. W. H. Austin, of the British agency, and Mr. A. Trembly, of the Quebec agency, have had the honor of having their names appear on the 'Special Mention List' of the agency department every month of the present year to June 30th."

All indications would seem to point to 1903 as a banner year in the business of life insurance. Increases, reported in every branch, are the order of the day, and would seem to be the general experience across the "line" as well as in Canada. In this connection the *Insurance World*, Pittsburg, Pa., says: "Apparently the year 1903 is destined to be far and away the best year, life-insurance-wise, that this country has ever known—not merely in total new business but relatively, as well. The leaders are showing tremendous increases; the standard companies are all doing wonders; and the new companies are thriving amazingly. Nothing could show more clearly how far the 'slump' in Wall Street is from reflecting the general financial conditions of the country."

The death is announced of Dr. Cadwallader Phillip Thomas, M. A. Oxon, one of the chief medical examiners of the Gresham Life Assurance Society. Dr. Thomas joined the head office medical staff about two years ago, having formerly been principal medical officer to the Society in South Africa and a leading practitioner in Cape Town.

There are only eight policyholders living out of the 500 which were insured in the *Etna Life* when that company began business in 1850. Mr. Daniel Phillips, of Hartford, who died recently was one of that number. He held the twenty-ninth policy issued by the *Etna* in 1850.

Mr. L. A. Wilson, general manager for the United States, for the North American Life, has appointed Mr. William J. Penfold as general agent for the company at Buffalo. Mr. Penfold is reported as formerly with the New York Life and a producer of desirable business.

The Travelers Insurance Co. has appointed Mr. A. E. Donovan as manager for Province of Ontario. He succeeds in that capacity Mr. Ira B. Thayer, who continues to represent the company here as chief agent. Mr. Donovan has been connected for some time with the Mutual Life of New York, being a producer of large policies and his chief field of operations being the lower provinces. The Travelers will from first of this month occupy new office premises in the Manning Chambers, opposite the new City Hall. The entire eastern portion of the fourth floor has been fitted up for the use of this branch of the company, more extended notice of which we hope to give in *THE BULLETIN* for October.

It pays to be a successful New York Life agent. The fifty winners in the "President's Surprise Contest," referred to in our August issue, assembled at Albany on July 27, and sailed down the Hudson to New York, stopping at the Plaza Hotel in that city. They were given a sail in New York Harbor on July 29, and in the evening of that day attended the President's banquet at the Metropolitan Club. After that they were taken to Madison Square Garden. On Thursday, the following day, they were driven through the upper part of the city and took luncheon with Vice-President Kingsley. They then went to Manhattan Beach and Coney Island, dining with George W. Parkins at Manhattan Beach.

"Two agents started out one sunny day—it happened so—to gather in whatever came their way—it happened so. It came to pass, ere many hours had sped, that different paths these agents two had led to the same Man—thus runs life's curious thread—it happened so. The first began with many a nod and frown (it happens so), his contract's many virtues to lay down—it happened so:—the promises of others were n. g., there was no other honest, only he, his company alone could trusted be—'tis often so. His flut harangue came to an end in time, 'twas well 'twas so; as in due course must also come this rhyme—'tis well 'tis so; the other then began his tale to tell, insurance straight he talked and talked it well, nor on the faults of others did he dwell—'twas better so. The Prospect listened till the talk was done—it happens so; and to the modest one his speech begun—it happens so. 'I like the man of mind and instinct fine, who will not stoop his neighbor to malign; give me a pen, I'll sign your dotted line'—it turned out so?"—Geo. Hatch in *Insurance Age*.

A new policy, called the Four Per Cent. Continuous Income Bond, has recently been issued by the Equitable Life. It is almost altogether an investment contract, and is based upon the life of the purchaser, no medical examination being required. The bonds are sold freely to anybody in the denomination of \$1,000, price \$1,250. The company stipulates that it will pay 4 per cent. to the purchaser during his lifetime and also to the beneficiary for twenty years after the purchaser's death. Then the policy matures and the face, or \$1,000, becomes payable to the holder. The policyholder may borrow \$1,100 on the bond at any time after purchase, paying 5 per cent. interest on the loan.

"An agent who is a warm personal friend of mine frequently reminds our office that his rejected risks are serving as pall-bearers for those we have accepted.

"It is obviously impossible, while we remain human, to make invariably the right selection. You may be sure this is the medical director's aim; and to this end he calls to his aid all assistance possible, whether from agent, examiner, actuary or inspector; no case is turned down except after a fair trial. Like yourselves, we medical directors are anxious for our companies to forge ahead, but this advance must not be at the expense of increased mortality.

"If the home office could always see the applicant as the field man and the examiner, in many cases doubtless our decision would be different, and the company would be benefited. I have made many visits to agencies throughout the country and have met personally a great many so-called 'lame ducks'—doubtful, postponed and held-up cases. Some of these had been declined properly, but many others, when personally met, I accepted, and we have never had cause to regret our favorable reconsideration. These 'lame ducks' have been good business for the company.

"Apart from the recognized value of securing this business and its influence for the company is the benefit of having agent and medical director meet and talk over cases, each from his own standpoint.

"Thus a better understanding of each other is gained, which is of permanent and wide-reaching good to the agency and the office.

"This personal acquaintance and the friendship which follows do much to smooth the path from the field to the office as long as the agency lasts.

"I therefore urge closer relations between you and your medical department, so you may more clearly understand their reasons for unexpected decisions; and you may be sure, when they realize fully what manner of men you are, any a doubt will be resolved in your behalf and your voices will have their proper weight in home office councils."—John L. Davis, M.D., medical director of the Union Central Life, before National Association of Life Underwriters.

We see it noted that Mr. Donald A. Dunham, son of President S. C. Dunham of the Travelers, has become identified with the company. He is a Yale graduate of 1903.

The Royal Exchange Assurance Corporation is a pretty old company, so far as years of life are concerned, but not too old to take advantage of an opportunity to offer insurance for what has come to be an all too common hazard. The corporation is said to be issuing a policy which guarantees, for an annual premium, to pay all medical, surgical and nursing expenses incurred in connection with operations for appendicitis. The limit of the liability is \$500 to be paid to the assured, but in case of death the amount is to be paid to the legal representatives. It is claimed that there were 15,000 operations for appendicitis in the United Kingdom during 1900, the mortality being ten per cent.

The Danes would seem to recognize the necessity for insurance, and Denmark may yet be a fruitful field for the industrial agent. In that country when a little girl is born, the family, if fairly well to do, invest for her a sum which gives her at thirty, if unmarried, an annuity of \$25 a year, at forty \$60 a year, at fifty \$100 a year and so on. Should she marry, the parents only receive the sum invested, without interest.

The Canada Life recently made application in the Chancery Division, London, Eng., for the return of its £20,000 deposit on the ground that premiums had accumulated to a much larger sum. Although the premiums on which the return of the Government deposit was claimed had been accumulated abroad, there had been a previous decision to the effect that this is sufficient to justify a request for the return of the fund, and the Court agreed to grant the return applied for. There is £130,000 standing to the company's credit in the London branch of the Bank of Scotland.

A suit has been entered by the Mutual Reserve against Insurance Commissioner Wolf of California for \$50,000 damages on account of his refusal to license that notorious concern in California.

The Mutual Life of New York has begun to issue to its agents "Educational Leaflets." The object of these leaflets is to instruct new agents entering the life insurance business, the first issues naturally being of an elementary character. When completed these little booklets will constitute a thorough and practical course of instruction in the general science of the business, and, as a cross index will be furnished, agents will be able to readily refer to any point under consideration.

We were pleased to receive a call last month from Dr. Alfred Manes, general secretary of the German Society of Insurance and editor of the different periodicals published by that Society. Dr. Manes is one of the delegates to the International Congress of actuaries now in session in New York. Two months ago he was a delegate to the International Congress of Life Insurance Medical Examiners held in Paris, France, and was deputed to invite the members to hold the next Congress in Berlin. The Doctor is charged with a similar pleasing duty to the present Congress of actuaries. Dr. Manes has published books on burglary insurance, guarantee and employers' liability insurance, and is collaborator of encyclopedias on insurance subjects, and is a writer upon insurance matters generally. Although a visitor to Toronto for a few hours only, he seemed to carry away a highly favorable impression of the city, having found it much larger and better built and possessing a more business-like and prosperous air than he had looked for, comparing it very favorably with a number of the larger United States cities which he had visited for purpose of looking into and getting information concerning matters affecting the people.

Notice has been given by the Superintendent of Insurance that the Pelican and British Empire Life Office received a license on August 21 for the transaction in Canada of the business of life insurance.

The annual outing of the officers and field force of the Sun Life was held at Owen Sound, Ont., last month from August 17 to August 21, and was thoroughly enjoyed by all who had the good fortune to be present.

We see it stated in the *Insurance Press* that Mr. W. A. Higginbotham, Manager for Eastern Pennsylvania, New Jersey and Maryland for the Sun Life of Canada, reports an increase of new business on the books of the company, as at August 1, of more than \$2,000,000 compared with same date last year. And of that splendid increase Canada contributed more than half.

We are pleased to learn from Mr. Arthur J. Hughes, secretary of the Crown Life Insurance Co., that his brother, Mr. Charles Hughes, for about seven years in the actuarial department of the Equitable Life, has been appointed Actuary for the Insurance Department of the State of Connecticut. Prior to his connection with the Equitable, Mr. Hughes was for about three years with the Sun Life at the head office in Montreal.

Mr. Robt. Young, formerly of this city and who removed to Winnipeg a few months ago, resigning the position here of superintendent of agencies of the Great West Life, spent a few days in Toronto towards the end of last month. Mr. Young reports business generally as in a very healthy condition in the far west and the outlook as all that could well be desired. The crops, he says, will not be so heavy as last year but owing to the more favoring conditions this year the net outcome to the farmers will be greater than last.

Mr. George H. Gaston, Vice-President of the Metropolitan Life, calls the attention of those who are ambitious for promotion to two facts: "First, that a man's promotion in our service has really no relation whatever to the particular district in which his record is made. That is to say an agent has the same chance for promotion to become an assistant superintendent whether he be located in some remote country district or in the congested centre of a great city; and an assistant superintendent who is in a detached section, many miles removed from the superintendency headquarters, certainly has quite as good a chance for promotion to a superintendency as an assistant who is one of the staff of a big city district. It is the *man* and the *record* that count. Second, there never was a time when the *all round* record of a candidate for promotion was as closely scrutinized and analyzed as now. The successful applicant must, of course, be of good character, have a good record of increase, have had few changes of agents (or at least be able to satisfactorily explain those that have occurred), have a good record of persistent business and well-sustained collections, and be a good manager of men. But in addition to all these he must have a good record of personal work (and if an assistant, of *good staff* work) in ordinary, must have proved that he is a good personal producer, and that he has the ability to educate and influence men under him to produce ordinary business of the kind that will be accepted with satisfaction and that will persist. The days are past for promoting men on their industrial records alone, or mainly. In general, the men on whom the company now puts its largest reliance—to whom the officers pin their faith for the present and the future—are those who manifest their appreciation of the splendid opportunities afforded them by writing good ordinary business (steadily and in considerable amounts) while at least meeting their industrial allotments."

## FIRE NOTES.

The fire loss for July in the United States and Canada, according to the record kept by the *Journal of Commerce*, amounted to \$12,836,600. The following is a comparison for the first seven months of the years 1901, 1902 and 1903:

	1901.	1902.	1903.
January . . . . .	\$16,574,350	\$15,932,800	\$13,166,350
February . . . . .	13,992,000	21,010,500	16,490,800
March . . . . .	15,036,250	12,056,600	9,907,650
April . . . . .	11,352,800	13,894,600	13,549,300
May . . . . .	22,380,150	14,866,000	16,366,800
June . . . . .	9,590,000	10,245,350	14,684,350
July . . . . .	15,740,000	10,028,000	12,838,600
Totals . . . . .	\$104,666,150	\$97,123,850	\$96,603,850

The death is reported of Col. John D. Young, general adjuster for the Southern department of the Royal Insurance Co. Death took place on 13th July after a brief illness. In recording the sad event the *Investigator* says: "Col. Young was one of the best known fire underwriters in the South, and in fact had a national reputation. He was born in Hendersonville, N.C., in 1842. Though only 19 when the civil war broke out he enlisted in the Confederate ranks, served all through the war, and surrendered with Lee at Appomattox. After the war he was for some time local agent at Petersburg, Va., and then became southern special for the Franklin Fire. While in this capacity he advised the company to cancel all its business in Pensacola, which it did, thus saving a very large sum of money, for the city burned down some two months later. The circumstance became in after years the foundation for many humorous skits, but it also led Col. Young's appointment as southern special agent for the Royal. This was in 1884, when he moved to Louisville. In 1898 he was appointed general adjuster for the Company's southern department.

"Col. Young was a man of broad mental horizon, keen perception, quick sympathies, untarnished honor—in a word, a Southern gentleman of the highest type. The news of his death has caused general sorrow, for he had the world for his friend. He was a writer of ability on insurance topics and contributed to the *Insurance Herald* in its early days and while in the hands of Young E. Allison."

Col. Young is survived by his widow and ten children.

On the authority of the *New York Times* of July 28 it is learned that "the British America and Western Assurance Companies have suspended their agencies in South Dakota and notified their representatives in that State to detain supplies until the probable course of the other fire insurance companies in regard to the new anti-compact law has been indicated. Each company has received from the State Insurance Commissioner a form of affidavit to the effect that the signer has not and will not enter an agreement of any description. The opinion is expressed in local insurance circles that most of the companies will decide to sign the furnished affidavits." Commenting upon this *The Intervenor* of New York, says: "Funny how 'independent' fire insurance companies are, anyway. They will indignantly pack up their duds and—wait to see what the other fellows are going to do about it! Yes, they are so 'independent' that they will not willingly clear out and let the other chaps uninterruptedly enjoy the graft."

Mr. J. H. Washburn, president of the Home Ins. Co., of New York, is to deliver the annual address before the Fire Underwriters Association of the Northwest in Chicago the latter part of September.

*The Spectator*, New York, says: "There is no disguising the fact that insurable values have fallen off, or at least that the prevailing conditions do not conduce to a demand for 'new business.' That the labor troubles and the financial depression have had not a little to do with this, is admitted by many shrewd underwriters. It appears to some that one important feature of the present situation, particularly as to realty matters, is that the recent form of large speculation has practically reached its end. The outlook, therefore, is far from reassuring as to the fall and winter business."

Former Insurance Commissioner Shober of South Dakota has organized a mutual company which began business last month. Its business will be confined to risks on printing and newspaper offices.

Through the kindness of Mr. G. F. C. Smith, joint resident manager, we are informed that at a meeting of the Montreal Board of the Liverpool and London and Globe Insurance Company held on the 13th inst., the following resolution was passed:

"That the directors at this their first meeting since the demise of their late respected chairman, Mr. A. F. Gault, desire to place on record their sense of their having by his decease lost a valued colleague and personal friend, whose counsel and ripe judgment were at all times at the disposal of the company during the thirteen years that he was a member of the board.

"That a copy of this resolution be forwarded to Mrs. Gault with the directors' expression of their sympathy and deep regret at her irreparable loss."

"At the same meeting Mr. Wentworth James Buchanan was appointed chairman.

*The Fireman's Record*, the company paper issued by the Fireman's Fund Ins. Co., says:

"The large number of heavy losses in fireproof buildings is calling the attention of underwriters to the fact that a building constructed of steel, brick, stone, marble and concrete—all fireproof materials—while fireproof when unoccupied and unexposed, can be written at a rate that will pay for the paper in the policy and the clerical work required to put the risk through the books; yet such a building when occupied as a drug store, crockery store, furniture store or other class of occupancy requiring much unpacking and packing is, so far as the contents are concerned, not much superior to the old-fashioned brick, and will require a good safe rate to make it a desirable risk."

At the International Fire Prevention Congress held in London, Eng., recently, the following standards of fire resistance were adopted: (1) the temporary protective class; (2) the partially protective class; and (3) the fully protective class, in accordance with the schedule of the special committee of the Congress. It was decided to adopt the metric system in all matters pertaining to fire prevention. It was strongly recommended that testing stations should be established and that a universal method of testing should be fixed and modified by an international technical committee. The factory mutual system in vogue in the United States was commended by the Congress as tending to materially reduce fire waste and prevent fires. The neglect of precautions against fire by lightning, it was believed, should have the serious consideration of the government and local authorities, the technical professions and the fire service. An immediate investigation of every fire was also favored. The term "fire resisting" instead of "fireproof," it was thought, should be used.

Mr. Geo. Denoon has been engaged to fill a position on the head office staff of the Anglo-American Fire Ins. Co. of this city.

MISCELLANEOUS.

An esteemed correspondent in London, Eng., sends us an interesting clipping from *The Financial Times*, of July 2. It contains extracts from "The Royal Engagement Pocket Atlas for 1803," giving a list of the holidays kept at the Bank of England a century ago, and also a list of the days and hours of transfer in the several public funds for 1803. We quote the latter, as follows:

NAME OF THE STOCK.	Days of Transfer.	Dividends due.
Bank Stock .....	Tues., Thurs. and Fri.	April 5, Oct. 10.
Three per Cent. Reduced....	Tues., Wed., Thurs. and Fri.	
Four per Cent .....	Tues., Thurs. and Sat.	Jan. 5, July 5.
Long Annuities .....	Mon., Wed. and Sat.	
Short Annuities .....	Mon., Wed. and Sat.	May 1, Nov. 1.
Five per Cent., 1797 .....	Tues., Thurs. and Fri.	
Three per Cent. Cons'd.....	Tues., Wed., Thurs. and Fri.	Mar. 25, Sept. 25.
Three per Cent. Cons'd., 1726	Tues. and Thurs.	
Navy Five per Cent .....	Mon., Wed. and Fri.	May 1, Nov. 1.
Imperial Three per Cent .....	Mon., Wed. and Fri.	
Imperial Annuities .....	Tues., Thurs. and Sat.	Mar. 25, Sept. 25.
Irish Annuities .....	Tues., Thurs. and Sat.	
Irish Five per Cent.....	Tues., Thurs. and Sat.	

Hours for buying, selling and transferring, from 11 to 1; for accepting, from 9 to 3; for payment of dividends, from 9 to 11, and from 1 to 3; and for 3 per Cent. Consolidated, from 9 to 3 every day.

South Sea stock .....	Mon., Wed. and Fri.	Jan. 5.
Three per Cent. New Annuities	Tues., Thurs. and Sat.	July 5.
Three per cent., 1751 .....	Tues., Thurs. and Sat.	April 5, Oct. 10.
Ditto Old Annuities .....	Mon., Wed. and Fri.	Jan. 5, July 5.
India stock .....	Tues., Thurs. and Sat.	Mar. 31, Sept. 30.
India bonds .....	Interest due.	

Hours of transfer, from 12 to 1, Tuesdays, Thursdays and Saturdays.

Payment of dividends, 9 to 12.

The Casualty Company of America, the new company being organized in New York and noticed in THE BULLETIN for last month, it is now expected will begin active operations about the 15th inst. Mr. E. W. DeLeou formerly manager at New York of the Maryland Casualty, is the vice-president and general manager of the new company, which can justly lay claim to an exceptionally strong board of directors besides a cash capital of \$500,000 and a surplus of \$250,000.

THE BULLETIN regrets to learn of the death of the daughter of Mr. John S. Gaffney, Mrs. Lillie M. Toomey. Mr. Gaffney was for years superintendent of agencies of the United States Life which position he resigned to fill one with the Equitable. In recording the death of Mrs. Toomey the *Insurance Record* says, "Mr. Gaffney's warm and sympathetic nature, which responds so readily to others' afflictions, insures him a wealth of sympathy in his bereavement."

A press despatch from Milwaukee, Wis., dated August 25, says: The annual convention of the National Fraternal Congress met here to-day. President J. A. Langfitt, in his annual report, stated that almost twenty millions are directly interested in the fraternal system. The members are grouped in one hundred and sixty-six societies, and the present rate of distribution is over \$1,000,000 a week. During the past year the gain in membership has been phenomenal. Dr. Oronhyatekha, of Toronto, made a brief address.

We read with regret of the sudden and serious illness of Mr. St. George Kempson, editor of the *New York Insurance Journal*, who collapsed at his desk last month. He has our sincere wish for speedy and full recovery.

According to *Insurance* there are 5,043 insurance agents in Colorado.

There would seem to be little doubt, more's the pity, that the rate at which the railroads of the United States are killing and maiming people continues steadily to increase. According to the report of the Interstate Commerce Commission on Railroad Accidents in the United States, within the three months ending March 31 last, 300 people were killed and 2,834 injured in train accidents. Other kinds of accidents, including those sustained by employes while at work, run up the total casualties to 827 killed and 11,481 injured. That these accidents cannot be put down entirely to the fault of the passengers and employes themselves is shown by the fact that during the quarter under consideration, 1,650 trains were in collision and 1,181 trains were derailed.

An Institute of Directors has been organized in London, Eng. The main objects of the Institute, which has its offices at 4 Cochet Court, Gracechurch St., London, E.C., are: to afford the directors of public companies a means of communication on matters affecting their interests; the reading of papers and the discussion of matters connected with their statutory duties and responsibilities; to follow the course of legislation and legal decisions, and, if necessary, initiate legislation; to collect and compile information, and to form a library. The membership is to consist of directors and trustees of public companies, and the subscription is to be one guinea per annum. The Council has full power to decline any application for membership and to expel any member, without giving reasons, against whom a charge of dishonorable or improper conduct has in its opinion been substantiated. It is contemplated that application will eventually be made for a Royal Charter. We learn from the *Post Magazine* of London, Eng., that of the four vice-presidents of the Institute, the Right Hon. Lord Avebury is a director of the Pelican and British Empire Life Office, the Phoenix Assurance Co., and the British and Foreign Marine Insurance Co., and Sir W. E. M. Tomlinson, Bart., M.P., a director of the British Dominions Insurance Company; and that two of the members of the honorary council, His Honor Judge Bompas, K.C., (chairman) and Mr. Walter Bird, are qualified by virtue of their respective directorships in the Pelican and British Empire Life Office and the Phoenix Assurance Co.

Mr. John MacEwen, Inspector for the North West and British Columbia for the Norwich Union, spent a few days in Toronto last month. Mr. MacEwen, who was some years in the office of the company here, but was forced through impaired health to seek a higher altitude, has become strong and entirely well, and his robust appearance was very pleasing to his many friends here.

The "latest" in insurance is that of a bad-weather insurance scheme, whereby or wherein, one Joseph E. Woods, a sporting man of Chicago, is said to have undertaken to insure out-of-door entertainments at so much per day or night, that the weather afterwards or evenings will be favorable. The first venture was to insure the Pain Pyrotechnic Company, which is now producing in Chicago the burning of Rome, in the amount of \$21,000. He agrees to indemnify the company in that amount for loss by rain, hail, wind or lightning, at the rate of \$1,000 per night for three weeks.

We had the pleasure of presenting last month to readers of THE BULLETIN a half-tone plate giving the pictures of the president, vice-presidents and secretary of the International Association of Accident Underwriters. The election of Mr. Edson S. Lott to the presidency of the Association has given general satisfaction, the following from *The Vigilant*, New York, of July, being a sample of the manner in which the selection of the presiding officer has been commended:

"In electing Edson S. Lott, general manager of the United States Casualty, president of the International Association of Accident Underwriters, the members honored a man who has been one of the staunchest advocates of consistent co-operation in personal accident insurance. His election and the earnest endeavor to draft a policy which will pass muster in the courts were two of the most important things done by the convention at Round Island, N.Y., this month."

The Casualty Company of America has appointed Messrs. Marsh, Ullman & Co., of Chicago, as general agents for Illinois. Mr. X. B. Drexelius, of Cincinnati, has been made manager of the company for northern Ohio.

In our March issue we referred to the "new business thermometer" in the company paper of the Dominion of Canada Guarantee and Accident of this city. On this thermometer is shown in clever fashion the new business written by the company month by month. Early in the year the agents were enjoined to send in applications and "watch it rise." That they have heeded the injunction is made apparent by the record which the thermometer shows for the part of the year so far elapsed. Up to the end of July the new business written amounted to 88,131,250. For the same period last year it was 86,459,116, which shows an increase for this year so far of 81,682,034. Through its liberal and up-to-date methods, the Dominion has become one of our most popular companies. Last year it paid to fifty families alone over one hundred thousand dollars in claims, which not only speaks well for the company but also emphasizes the need and value of accident insurance.

We note the following dates of forthcoming meetings of prominent insurance bodies during the next two months:

September 16-17.—Annual meeting of the Western Union at the King Edward Hotel, Toronto, Canada.

September 23-24.—Annual meeting of the Fire Underwriters' Association of the Northwest at Chicago.

September 29-October 1.—Annual meeting of the National Association of State Insurance Department Commissioners at Baltimore.

October 13-15.—Annual meeting of the National Association of Life Underwriters at Baltimore.

October 20-23.—Annual meeting of the National Association of Local Fire Insurance Agents at Hartford.

### ACKNOWLEDGMENTS.

An Act to Provide for Investigation of Fires. State of North Carolina Insurance Department. Hon. James R. Young, Insurance Commissioner.

Decision in the Matter of the Complaint of L. A. Bruckhorst against the Equitable Life Assurance Society of the United States, State of Wisconsin Department of Insurance. Hon. Zeno, M. Host, Commissioner of Insurance.

Thirty-third annual report of the Commissioner of Insurance of the State of Michigan for the year ending December 31, 1902. Part I.—Fire and Marine Insurance. Hon. James V. Barry, Commissioner of Insurance.

Report of the Superintendent of Insurance of the Dominion of Canada for the year ended December 31, 1902. Mr. Wm. Fitzgerald, Superintendent of Insurance.

Recent Legal Phases of Accident Insurance. A paper read by Mr. J. C. Rosenberger of the Kansas City, Mo., Bar, before the International Association of Accident Underwriters in annual convention, July, 1903, at Hotel Frontenac, Thousand Islands, N.Y.

Thirty-third annual report of the Superintendent of Insurance of the State of Kansas for the year ending December 31, 1902. Fire, Life, Casualty and Fraternal Insurance. Hon. C. H. Laling, Superintendent of Insurance.

Forty-eighth annual report of the Insurance Commissioner of the Commonwealth of Massachusetts, January 1, 1903. Part II.—Life, Miscellaneous, Assessment and Fraternal Insurance. Hon. Frederick L. Cutting, Insurance Commissioner.

Thirty-second annual report of the Insurance Commissioner of the State of Minnesota, 1903. Part I.—Fire, Marine and Hail Insurance. Hon. Elmer H. Dearth, Insurance Commissioner.

Quarterly Bulletin of the Committee on Special Hazards and Fire Record of the National Fire Protection Association. Mr. H. A. Fiske, chairman, 93 Water St., Boston, Mass.

### OUR LEGAL DIGEST OF INSURANCE CASES.

#### FIRE INSURANCE—EXPLOSION—FALL OF BUILDING BEFORE FIRE.

The building in question was situate in New York City in close proximity to the Tarrant building, which latter was destroyed by a terrific explosion of chemicals caused by a fire. As an effect of the concussion, the plaintiff's building fell and in the language of the stipulation "became a total loss, and thereafter nothing remained of the said building but the ruins." Prior to said destruction of the plaintiff's building, there was no fire therein and no damage thereto had been caused by the fire. After the building had fallen, the debris was consumed by the fire which originated in the Tarrant building, but plaintiff did not seek to recover for such burning. The policy contained a condition that the insurers "should not be liable for loss caused directly or indirectly by invasion, insurrection . . . or (unless fire ensues and in that case for damage by fire only) by explosion of any kind or lightning." *Held*, that "the policy insured the plaintiff against all direct loss or damage by fire and relieved the insurer from liability for all loss caused directly or indirectly by explosion of any kind and necessarily, therefore, from a loss by concussion caused by explosion in a neighboring building whether the explosion be brought about by a lighted match or fire or any other cause."

Judgment ordered for the defendant with costs.

*Hustace v. Phenix Insurance Company*. Court of Appeals of New York, June 9, 1903. 32 Insurance Law Journal 688.

#### LIFE INSURANCE—BENEFIT CERTIFICATE—ATTEMPTED CHANGE OF BENEFICIARY.

In the application for a benefit certificate in the Independent Order of Foresters, expressly made part of the certificate, the mother of the assured was designated as his beneficiary with the following qualification, "reserving to myself the right of revocation and substitution of other beneficiaries in accordance with the constitution and laws of the order." Some years afterwards the assured made application under the laws of the order for a change of beneficiary, designating, instead of his mother, a woman with whom he had gone through a form of marriage, invalid because his former wife was still living. The attempted change was permissible under the rules of the order but not under the Ontario Insurance Act, sec. 151, ss. 3, in as much as the intended transferee was not a privileged beneficiary within the statute, which forbids the diversion of a benefit from a member of the privileged class, such as the insured's mother, to a beneficiary outside that class. *Held*, that, notwithstanding that the original designation of the beneficiary was declared to be subject to the by-laws of the society, which, in effect, made

In case of sickness, ages 20 to 50 (when insured) will cost \$6.00 per annum.

In case of sickness, ages 50 to 55 (when insured) will cost \$8.00 per annum.

The indemnity for accidents will not be continued beyond age 70, nor the indemnity for sickness beyond age 55.

"The new contracts and the innovations which we present here will enable the agents of the Travelers to more than hold their own in the contention for new business; will protect our agents in competition, and bring to the Travelers additional growth and strength. We believe that our agents will fully appreciate the care and attention which we have given to the preparation of our policy contracts, and will put forth redoubled efforts to secure a larger volume of new business, and of the kind that the company desires—the kind that will stick."

### INSURANCE INSTITUTE OF SOUTH AFRICA.

The insurance institute idea has taken firm root in South Africa. The first meeting of the fifth session of the Insurance Institute of South Africa was held at Kamp's Cafe, Cape Town, on July 6 last and was largely attended. The membership of the Institute was increased at this meeting by the election of fifty nine new members. In his annual address the president, Mr. Wm. Elliott, manager of the Southern Life Association, dwelt chiefly upon the educational aspect of the Institute. New methods, new men—many of them armed with the most efficient equipment derived from the latest and best up-to-date training—were amongst them, he said. Were they as members, fitting themselves for the increased competition? Were their juniors being trained in the latest and best methods? The problem of training the juniors there, on the spot, was the problem of problems for the profession, he thought. Too many of their insurance officials, he feared, were content with the daily round of routine work, which would, of course, yield a certain amount of knowledge, qualifying them to become fairly competent but which would hardly make them "experts" or fit them to enter upon those higher positions in the profession which should be the aim and ambition of every junior some day to attain. The managers were, he held, largely responsible for this state of affairs, as they had hitherto left the juniors pretty well to their own devices, without troubling as to their future. The juniors, on their part, did not seem to realize the importance of acquiring all the knowledge possible, but were content to give the best part of their thoughts and energies to outdoor sports, leaving themselves without real enthusiasm or interest in the actual business in which they were engaged and expected to make their mark. Without work and enthusiasm, an insurance man, he said, was practically unarmed.

Technical education was the great want in every profession and business, he said, and he went on to instance what is being done in other countries to put such education within the reach of those who may be willing to take advantage of it. He thought that in Great Britain, America and Australia, the insurance profession was fully alive to the absolute necessity of technical education, and that they in South Africa were practically alone in doing nothing in that direction. In his reference to insurance institutes, he wished it clearly understood, however, that he did not touch upon actuarial work as represented by the Institute of Actuaries of London, the Faculty of Actuaries of Scotland and the Actuarial Society of America. He wanted to emphasize that the main note of his address was an appeal to the junior to look at sport in its true perspective, and to devote to it only the time necessary for securing health. Sport should be a means, never an end. The idea of the young man from the older countries, accustomed to patient study and delighting in degrees and diplomas ought to be an ever-present spur to sustained effort. But there was no cause for alarm. Let the colonials take to their books, and they had everything else in their favor. They were

acclimatized and safe in a country which had infinite possibilities and a future of undoubted prosperity. For, he asked, was there one country in the world which promised a brighter outlook for energetic and enterprising work than South Africa? The country had within itself a mineral wealth surpassed by no other. Its agricultural possibilities were enormous. When irrigation schemes become the order of the day, the results would be believed, even exceed what has been done in India and Egypt.

Recurring to the importance of their own Institute, he said that it was four years since the Institute was started, and that during each of the four sessions many valuable and instructive papers had been read. A substantial library fund had been raised, amounting to £200. But in spite of the progress made, these were not wanting signs of a certain lack of interest and enthusiasm among the members which was greatly to be deplored. He suggested that a class or classes should be immediately organized for the benefit of the junior members who might wish to enter upon a course of study in order to pass the examinations of the Home Federation. He regretted that the junior members had not joined in the discussion of the papers read. As a remedy, he suggested that two short papers be read at each meeting instead of one only—the two to be on entirely different subjects, so that a larger number of members might feel interested. If possible one paper should be from a senior and one from a junior member. The papers, he thought, should be read at one meeting and the discussion take place at the following one.

In concluding his address, the president called attention to the pressing necessity which in his opinion existed for a monthly or quarterly insurance journal which would deal with local matters and points peculiar to the working of insurance business in South Africa. The advantages of such a journal, he said, might be made enormous towards the systematic training and education not only of their members but that body of branch officials, travellers and agents scattered throughout the whole country.

After a vote of thanks had been tendered the president, and some short speeches had been made by members, an enjoyable musical programme was submitted.

The syllabus for the remainder of the present session is as follows: Aug. 3—"Broader scope of Accident Insurance, with particular reference to Employer's Liability Risks," Mr. R. Y. Sketch, manager, Ocean Accident Co.; Sept. 7—"Fire Insurance," Mr. F. W. Wilson, manager, New Zealand Fire Insurance Co.; Oct. 12—"Life Assurance Accounts," Mr. S. I. French, Equitable Life of U. S. A.; Nov. 2—"Prize Essays"; Dec. 7—"Report by Council on the Work of the Session, election of office bearers, etc."

The council have arranged to offer the following prizes for the two best essays in each of the three branches of insurance, fire, life and accident: 1st prize £3 3s; second prize, £2 2s. The subjects are as follows: In the Fire Branch.—Policy, Drafting generally and examples of the following: (1) on dwelling houses and contents, including valuable pictures—outbuildings with contents, including live stock; (2) Metal workers—clauses as to patterns, drawings and machinery; (3) Workers in wood. In the Life Branch—outline of the development and prospects of life assurance in South Africa. In the Accident Branch—Claim settlements—as specially pertaining to South Africa.

### ANNUAL MEETING OF INSTITUTE OF ACTUARIES.

The fifty-sixth annual meeting of the Institute of Actuaries of Great Britain was held in London, Eng., on June 8, with Mr. William Hughes, president, in the chair. The report of the Council, which was taken as read, follows:

The Council have the pleasure to report to the members upon the progress of the Institute during the session of 1902-1903, the fifty-fifth year of its existence.

There has been a decrease of 14 in the number of members as compared with the previous year. 115 candidates have been admitted as Probationers, and 51 as Students conditionally on their passing Part I. of the examination. At the end of the official year in which the Institute was incorporated by the Royal Charter the number of members was 434, while ten years later, at 31st March, 1895, it was 775. Since that time the numbers have been as follows:—

On 31st March, 1896, 788	On 31st March, 1900, 822
" " 1897, 826	" " 1901, 818
" " 1898, 860	" " 1902, 842
" " 1899, 834	" " 1903, 828

The following schedule shows the additions, changes, and loss in the membership which have occurred during the year ending 31st March last:

SCHEDULE OF MEMBERSHIP, 31ST MARCH, 1903.

	Honorary Members	Fellows	Associates	Students	Corresponding Members	Total
I. Number of members in each class on 31 March, 1902	1	216	268	332	25	842
II. Withdrawals by						
1. Death		1	5	1	1	86
2. Resignation				11		
3. Default in Payment of subscriptions			8	54		
	1	213	252	296	24	756
III. Additions to membership						
1. By election			1			72
2. By order of Council				71		
3. By re-instatement						
	1	213	253	337	24	828
IV. Transfers						
1. By Examination			11			
<i>from Associates to Fellows</i>			11			
	1	224	242	337	24	828
2. By Examination				1		
<i>from Students to Fellows</i>				1		
	1	225	242	336	24	828
3. By Examination				20		
<i>from Students to Associates</i>				20		
V. Number of members in each class on 31 March, 1903.	1	225	262	316	24	828

The Council have, with great regret, to report the loss by death of three Fellows, Mr. F. Laing, Mr. W. McCabe, and Mr. T. Y. Strachan; two Associates, Mr. C. Povah and Mr. Reuben Watson; one Student, Mr. H. G. S. Lawson; and one Corresponding Member, Mons. H. Pimental.

The annual subscriptions, together with admission and other fees, amounted to £1,897 17s. 6d., showing an increase of £116 0s. 6d., as compared with those of the previous year. The total income for the year was £2,803 15s. 5d., and the total expenditure £2,530 15s. 5d. The revenue account and balance sheet are given herewith.

## INSTITUTE PUBLICATIONS IN HAND.

The stock in hand of the Institute publications on 31st March was as follows:

No. of Copies.	Description of Work.
12,689	Parts of <i>Journal</i> .
509	Index to Vols. 1 to 10.
995	" " to Vols. 21 to 30.
1,278	<i>Text-Book</i> , Part I. (new edition).
1,597	" " Part II. (2nd edition).
707	Government Joint-Life Annuity Tables.
783	Select Life Tables.
549	A Short Collection of Actuarial Tables.
263	Messenger Prize Essay (Friendly Societies).

49 in cloth	Lectures on Finance and Law
2,931 in paper	(Clare and Wood Hill.)
1,694	Lectures on the Companies Acts (A. C. Clauson.)
1,673	Lectures on the Law of Mortgage (W. G. Hayter.)
873	Lectures on the Measurement of Groups and Series (A. L. Bowley.)
721	Transactions of the Second International Congress of Actuaries.

## PAPERS SUBMITTED DURING THE YEAR.

The following papers were submitted at the sessional meetings of the Institute, namely:

24 November, 1902.—An Inaugural Address by the President, Mr. W. HUGHES.

29 December, 1902.—“On the Comparative Reserves of Life Assurance Companies according to various Tables of Mortality at various Rates of Interest.”—Mr. GEORGE KING.

26 January, 1903.—“Temporary Assurances.”—Mr. W. PALIN ELDERTON.

23 February, 1903.—“Further Remarks on the Valuation of Endowment Assurances in Groups.”—Mr. G. J. LINSTONE.

30 March, 1903.—“The Mortality Experience of the Imperial Forces during the War in South Africa, 11 October, 1899, to 31 May, 1902.”—Messrs. F. SCHOOLING and E. A. RUSHER.

27 April, 1903.—“Valuation of Staff Pension Funds—Part II, Widows and Children's Pensions.”—Mr. H. W. MANLY. With Tables by Mr. H. FOOT.

For the Examination held in the United Kingdom and the Colonies on 17, 18, 20, and 21 April last, 266 entries were received, namely:—

106	for Part I.
88	" " II.
53	" " III.
19	" " IV.

The results of the Examinations will be duly announced. The Council warmly acknowledge the valuable services of the Honorary Examiners and Supervisors.

A series of six lectures on the Measurement of Groups and Series have been delivered by Mr. A. L. Bowley, Teacher of Statistics at the School of Economics, in connection with the University of London. It was perhaps inevitable, from the nature of the subject, that those lectures should prove somewhat less attractive than some of the earlier series, which dealt with subjects of more general interest, and the attendance was consequently comparatively small. In their printed forms, however, they will prove of the highest interest and value to students, more especially as the existing literature on the subject is not voluminous, nor easily accessible.

His Royal Highness the President of the Royal Commissioners of the Patriotic Fund, has again asked for a valuation of certain of their funds, including the Transvaal War Fund and the Indian Mutiny Relief Fund, which latter is in process of transfer to the Royal Commissioners of the Patriotic Fund. A Report on the Indian Mutiny Relief Fund has been presented, and the valuations of the other funds are in progress.

The Fourth International Congress of Actuaries is to be held in New York in September next; delegates have been nominated to attend on behalf of the Institute.

The labours of the Joint Committee of the Institute of Actuaries and the Faculty of Actuaries on Mortality Investigation are now almost concluded. During the year, the Committee have published two volumes of Mortality and Monetary Tables deduced from the graduated data; the one, comprising Aggregate Tables, based upon the experience of Whole-Life Participating Assurances, Male Lives, OM and OM (5); the other, based upon the experience of life annuitants, comprising Tables for single and joint lives, with discrimination of sex, set out in the form of Select or Ex-

tended Tables. The Mortality and Monetary Tables, based upon Mr. G. F. Hardy's Graduation of the Experience of Whole-Life Participating Assurances on Male Lives, in the form of SELECT Tables (O[3]), have been completed, and are in the printers' hands for early publication. This will form the seventh and final volume of the Tables published under the authority of the Joint Committee; and it is proposed to include in this closing volume some account of the processes and methods followed throughout the investigation, in the collation and graduation of the data, and in the computation of the deduced Tables.

The Council are pleased to announce that the Institute has entered on possession of the new Hall in Staple Inn Buildings. Accommodation is thus afforded for conducting the whole of the examinations on the Institute's own premises, and for lectures, classes and study generally, under more comfortable conditions than have been hitherto available.

#### PRESIDENT'S ADDRESS.

The president, in his address, referred to the statistics regarding the membership of the Institute. He pointed out that the number of members was nearly double that at the date of the charter, but that there had been very little variation in the number for the past seven years. The membership, he thought, had arrived at something like a stationary condition, not likely to vary very much in future, unless the new movement in the University of London and in the University of Cambridge, (in the one case establishing a school and in the other a Tripos for Economics and Social Science) may have the effect of bringing in a new class of students. In speaking of the death of Mr. McCabe, of the North American Life, he said: "Mr. McCabe, many of us have, naturally, not had the opportunity of seeing. I think it is about twenty years or more since he was last in England, but his influence upon our profession has been very great, especially, I believe, with reference to the educational part of it. He has taken a great deal of interest in promoting the study of actuarial matters among the young members of the staff of insurance offices in Canada."

Mr. Ralph Price Hardy, in seconding the motion for the adoption of the report, also referred to the death of Mr. Cobe, and paid an appropriate tribute to his memory. He said: "Mr. McCabe, of Toronto, was a thoroughly accomplished man, who in the midst of the severe competition there prevailing, preserved that professional soundness and stability that was at once the standard of the Institute and its legitimate pride."

#### ELECTION OF OFFICERS.

The report having been unanimously adopted, the election of officers and council for ensuing year was proceeded with. As a result the following gentlemen were unanimously elected:

*President*—William Hughes.

*Vice-Presidents*—Arthur Francis Burridge, Thomas G. C. Browne, George King, Ernest Woods.

*Council*—Thomas Gaus Ackland, Henry Walsingham Andras, Arthur Digby Besant, B.A., James Blakey, Thomas G. C. Browne, Arthur Francis Burridge, Henry Cockburn, George Stephen Crisford, \*Gordon Douglas, \*Joseph Ernest Faulks, B.A., George Francis Hardy, Charles Daniel Higham, Lewis Frederick Hovil, William Hughes, George King, George Maeritche Low, Henry William Manly, Geoffrey Marks, \*Arthur Ernest Molyneux, \*Gerald Hemington Ryan, Frederick Schooling, John Bell Tennant, George Todd, M.A., Ralph Todhunter, M.A., Samuel George Warner, Alfred William Watson, \*James Douglas Watson, Ernest Woods, \*Frank Bertrand Wyatt, Thomas Enley Young, B.A.

*Treasurer*—Henry Cockburn.

*Honorary Secretaries*—Frederick Schooling, George Todd, M.A.

\*Not members of existing Council.

## SHALL I SAVE MY MONEY OR INVEST IT IN A LIFE POLICY?

What is the difference whether I save my money or invest it in a life policy?

What is the difference between saving a few buckets of water in case of fire and securing an interest in a powerful engine?

What is the difference between hoarding a few bushels of wheat in the garret, in case of a famine, and investing them in the ground?

A life policy cannot lessen the liability to disease or to accident any more than science can abolish the law of gravitation. But it can stay some of the consequences, just as science can overcome the force of a fall.

It can change some of the results of the inevitable. It stores up protection. It enables the individual to avail himself of a magnificent system, and the moment he does the human wish is less helpless: he is a part of a benign organization. It abolishes one of the most corrosive worries of life. It cannot drive the wolf from the door; happily in this country industry can do that; nor can it shut out the ghost, but it can hang an amulet round the mother's neck, and misfortune shall not come when the ghost arrives.

I suppose that a life policy represents as nothing else can represent, frugality and unselfishness in perfect equipose.

It is documentary altruism. It is a deposit against which nothing but love can draw.

It is the planting of a tree, which, grow as it may magically in a night, you shall never see, but when your arms are paralyzed it shall come into sight with its leaves spread protectingly, and those you love shall gather under it, safe from the rays that burn and from the winds that chill.—*The Statement.*

## LIABILITY RESERVES.

The subject of liability reserves is being considered by the Insurance Commissioners of the United States. A committee of the National Convention of Insurance Commissioners met in New York, on June 18, but failed to reach any definite conclusions about reserves. The committee will meet again to consider the same question. It appears to be the opinion of the committee that no arbitrary rule can be made, but that each company should be required to maintain reserves indicated as necessary by its own experience. Thus if a company has a loss ratio of 75 per cent., it must abide by that ratio in calculating reserves on current business. This is likely to be the principle upon which the Insurance Commissioners will base any regulation which they may frame. The liability business is still far from being on a scientific basis. The experience on most lines is limited or not sufficiently classified, and the gambling element must accordingly enter into transactions of that kind. The greed for volume of business has led to ruinous rate cutting, so that in many cases the companies are getting altogether inadequate premiums for the risks assumed. In fact it is the practice of some companies to write any line that will pay a good premium, and trust to luck that the business will prove profitable. In view of these circumstances, it is well that the Insurance Commissioners are considering the question, looking to the adoption of a reserve requirement that will be adequate to the necessities of a very hazardous business.

## PRESIDENT DRYDEN'S GOOD ADVICE,

"Work unweariedly and never lose your courage. Have an abiding faith in yourself and your future. Educate yourself in all that pertains to your calling and determine to excel each day in the work you have to do. Love and respect your work and be loyal to your employer, for success is possible in every useful occupation. Do not undervalue material success, but determine to be more rather than to have more. The foundations of every real success in life are industry and every day morality."

## FROM THE REPORT OF THE SUPERINTENDENT OF INSURANCE FOR 1902.

### I. DOMINION LEGISLATION.

The following Acts relating to Insurance Companies have been passed by the Parliament of Canada at the Session of 1903, 3 Edward VII:—

(1) An Act respecting the United Empire Life Insurance Company. This Company was incorporated in 1901, and the time allowed by the Insurance Act within which to procure a license having expired, said time is by this Act extended for one year from the passing thereof. The Act also provides for a change in the company's name by an application to the Governor in Council.

(2) An Act to incorporate The Lumberman's Fire Insurance Company. This Act contains the ordinary provisions of a fire insurance company's charter. The head office is to be in the City of Toronto.

(3) An Act respecting the Mutual Life Assurance Company of Canada. This Act changes the date for holding the company's annual meeting, and defines the powers of the directors.

(4) An Act to incorporate the Richmond and Drummond Fire Insurance Company. This Act is similar to that incorporating the Lumberman's Fire Insurance Company above mentioned. The head office is to be in the town of Richmond, in the Province of Quebec.

(5) An Act to incorporate the Empire Accident and Surety Company. This Act confers upon the company power to transact accident, sickness and guarantee insurance as defined in the Insurance Act. The head office is to be in the city of London, Ontario.

(6) An Act respecting the Dominion Burglarly Guarantee Company, Limited, and to change its name to the Dominion Guarantee Company, Limited. As its title indicates, this Act changes the company's name. It also grants it power to carry on the business of guaranteeing titles to real property, etc.

(7) An Act respecting the Mutual Fire Insurance Company of the City of Montreal, and to change its name to the Montreal-Canada Fire Insurance Company. This company was incorporated by and under the authority of the statutes of the Province of Quebec, and carried on its business within that province. This present Act declares the company, constituted as aforesaid, to be a body corporate within the legislative authority of the Dominion Parliament, and authorizes it, upon compliance with the requirements of the Insurance Act and of this Act, to carry on business throughout the Dominion.

(8) An Act respecting the Canadian Order of the Woodmen of the World. This Act authorizes the Order to establish a fund for the payment of sick and funeral benefits, provides for the investment of its funds and contains provisions necessary to effect the objects intended.

(9) An Act respecting the Century Life Insurance Company. This Act is similar to that respecting the United Empire Life Insurance Company, above mentioned, and extends for a year from the passing thereof, the time allowed to procure a license under the Insurance Act.

### STATEMENTS CONCERNING INSOLVENT COMPANIES IN THE HANDS OF LIQUIDATORS.

#### 1. The Colonial Mutual Life Association.

The liquidators, under date 1st June, 1903, state that there is no variation from last year's report, from which it appeared that a small sum of \$271.85 remained in suspense. The liquidators further state that if they will prepare a final dividend sheet to distribute the balance remaining.

#### 2. The Co-renant Mutual Life Association of Illinois.

From a report made by Neil McLean, Esquire, official referee of the High Court of Justice for Ontario, dated November 24, 1902, it appears that after providing for the payment in full of all claims against the association and of all costs, charges and expenses relating thereto, including the liquidator's remuneration and the costs of the winding up proceedings, there remained in the hands of the liquidator the sum of \$500.84, which sum with interest thereon amounting to \$7.62 was subsequently, pursuant to the provisions of the Winding up Act, paid by the said liquidator into the head office of the Trader's Bank, and by an order of the said court, dated 16th March, 1903, said liquidator was released and discharged from his office as liquidator.

#### 3. The Victoria-Montreal Fire Insurance Company.

Under date June 12, 1903, the liquidator furnishes the following abstract of the affairs of the company as at May 31, 1903:—

ASSETS.	
Cash on hand and in bank .....	\$33,494 27
Bills receivable, considered good .....	72 88
Shareholders, balances considered good .....	63,969 89
<b>Total assets considered good .....</b>	<b>\$97,477 04</b>
<b>Assets considered doubtful or bad—</b>	
Shareholders, balances due on shares .....	\$321,653 00
Bills receivable .....	20,000 00
Thos. A. Temple & Sons, .....	37,687 52
Agencies and brokers' balances .....	35,768 04
	<b>415,108 56</b>
	<b>\$512,585 60</b>
LIABILITIES.	
Return premiums unclaimed .....	\$ 98 10
Claims, notice received but not yet admitted .....	49,862 90
<b>Total liabilities .....</b>	<b>\$ 49,961 00</b>
RECEIPTS.	
Cash on hand June 1, 1902 .....	\$ 5,900 15
Payments by shareholders .....	23,298 29
Interest from bank, &c. ....	3,555 91
Re-insurance on account of losses paid .....	1,906 19
Proceeds of sale of New Brunswick bonds .....	45,179 61
E. L. Temple on account .....	7,358 94
Sundries .....	133 52
	<b>\$87,341 61</b>
EXPENDITURE.	
Losses and legal expenses .....	\$20,374 78
Office expenses, advertising, travelling, inspector's travelling expenses, &c. ....	1,491 79
Legal expenses, contributory, &c. ....	727 87
Legal expenses incurred in cases instituted prior to liquidation .....	1,572 11
Liquidator's fees on account .....	2,400 00
Return premiums paid .....	12,983 14
Interest on claims .....	2,287 53
Sundry claims other than losses .....	12,010 12
	<b>53,847 34</b>
<b>Balance on hand and in bank May 31, 1903 .....</b>	<b>\$33,494 27</b>

## CANADA'S REPRESENTATIVES.

Canada is well represented at the International Congress of Actuaries now being held in New York. The following insurance officials from this country are in attendance: Messrs. A. K. Blackadar, M.A., F.I.A., actuary Government Insurance Department, Ottawa; T. Bradshaw, F.I.A., vice-president and actuary the Imperial Life Assurance Co., Toronto; David Burke, A.I.A., general manager Royal Victoria Life Insurance Co., Montreal; L. Goldman, A.I.A., managing director North American Life Assurance Co., Toronto; Arthur J. Hughes, secretary Crown Life Insurance Co., Toronto; A. McDougald, A.I.A., manager Pelican and British Empire Life Office, Montreal; William C. Madonall, actuary Confederation Life Association, Toronto; John G. Richter, manager and actuary London Life Insurance Co., London Ont.; Frank Sanderson, M.A., F.F.A., A.I.A., actuary Canada Life Assurance Co., Toronto; George Wegemast, manager Mutual Life Assurance Co. of Canada, Waterloo.

Mr. Goldman will present a paper on "Existing legislation for the protection of wives and children, as life insurance beneficiaries, against the claims of creditors," which had been assigned to the late Mr. Wm. Cobe, his predecessor in the managing directorship of the North American Life. Mr. Blackadar is to present a paper on "The growth of life assurance, assessment insurance, friendly societies, accident insurance, health insurance, pure endowment business, annuity business, old age pensions, workmen's pensions, and other operations requiring actuarial advice," and Mr. Sanderson a note on "The instruction given in universities on actuarial subjects."

The representatives from the Ontario companies purpose inviting a number of the delegates to the Congress to visit Toronto and if a sufficient number accept the invitation, a reception will be given them here. No definite arrangements have as yet been made, nor can they be made, until after the Congress shall have opened.

## SUCCESS

The Manufacturers Life during the first seven months of 1903, wrote over \$825,000 more business than during the same period of 1902.

**Nothing Succeeds like Success.**

This Company has still many agency openings for first class men. Apply to

**R. JUNKIN, Assistant Manager,**  
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**TORONTO**

## THE PEOPLE'S LIFE INS. CO.

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Issue up-to-date Policies on all desirable Plans, and also write Insurance on **Sub-Standard Lives.**

**A GREAT CHANCE FOR AGENTS.**

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## Canada Permanent Mortgage Corporation

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We invite your deposit account, and are prepared to grant the best terms consistent with the absolute safety of the deposit. An interesting booklet explaining our system by which deposits may be made by mail as conveniently as if your own Post Office were Our Office, will be sent free on receipt of your address. **SEND FOR IT.**

**YOUR  
SAVINGS  
SAFE**

Paid-up Capital, \$6,000,000  
Reserve Fund, \$1,600,000  
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Every Facility.

WE WILL BOND YOU



## The United States Fidelity and Guaranty Company

HOME OFFICE, BALTIMORE, MD.

HEAD OFFICE FOR CANADA, TORONTO

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Capital \$1,650,900. Total Cash Resources over \$3,000,000. Deposited in Canada for benefit of Bondholders \$95,000.

ISSUES Fidelity, Official, Fraternal Order, Contract, Judicial or Court Bonds,

BECOMES SECURITY on Bonds of Officers and Employees of Banks, Mercantile Houses, Railroad, Express and Telegraph Companies, Officials of Provinces, Cities and Counties, Contractors, Administrators, Guardians, Trustees, Receivers, Assignees, Committees, and in Replevin and Injunction Proceedings and all other undertakings.

**BONDS PROMPTLY ISSUED CLAIMS SPEEDILY ADJUSTED CORRESPONDENCE SOLICITED**

The National  
Life Assurance  
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*For the City of Toronto. To a man who can produce a first-class business a liberal contract will be given Apply to Head Office,*

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# "Trust Thyself;

Every heart vibrates to that iron string." If you have confidence in your ability to succeed as a seller, the rewards are equal to the difficulties to be overcome—if you have the art of persuading others, and can give satisfactory references as to your character and ability, it might be to your advantage to write me.

## GEORGE T. DEXTER

Superintendent of Domestic Agencies

The Mutual Life Insurance Co. of New York

32 NASSAU ST., NEW YORK, N.Y.

## The Reliance Loan and Savings Co. of Ontario, Toronto

SEVENTH YEAR DEC. 31ST, 1902

Perm. Capital paid up, \$575,190.00  
Assets, 1,129,659.66

HON. JOHN DRYDEN, President.  
JAMES GUNN, Esq., Vice-President.

J. BLACKLOCK, Manager.  
W. N. DOLLAR, Secretary.

## THE CENTRAL LIFE INSURANCE COMPANY

Head Office: TEMPLE BUILDING, Toronto

Authorized Capital, - - \$1,000,000.00  
Capital Subscribed - - 500,000.00

Our policies are unconditional from date of issue, and the most liberal issued by any Life Company.

Our guarantees are the full legal Reserve, as required by the Dominion Government, 100, Tables and 3½ per cent. rate of interest.

To men of character and ability desirous of entering the Life Insurance work we have first class Agencies, and will make liberal contracts.

THOS. CRAWFORD, President.

J. M. SPENCE, Managing Director

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### The Canadian Savings, Loan and Building Association

Is offering 6 per cent. Permanent Stock on the Monthly Payment Plan. Payments are \$3.00 per month and upwards. Interest allowed on such monthly payments at the rate of four per cent. per annum. This is a convenient and profitable way of securing a permanent investment. Shares are \$100 each. The Canadian Savings earned over 8 per cent. last year.

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CAPITAL \$1,000,000  
Full Government Deposit

Policies unconditional and the  
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Agents wanted in unrepresented  
districts

President, - HON. R. HARCOURT  
M. Director, - A. J. PATTISON

Head Office - TORONTO

"Oldest Accident Assurance Company  
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Established 1849

## RAILWAY PASSENGERS ASSURANCE COMPANY of London, England

CAPITAL, \$5,000,000 (fully subscribed)  
\$1,000,000 (paid-up)  
CLAIMS PAID, over \$25,000,000

ALL KINDS OF PERSONAL ACCIDENT  
AND DISEASES POLICIES.

GUARANTEE BONDS.

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F. H. RUSSELL,  
Manager and Attorney for Canada

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And get a copy of our

### LIFE TABLE

Showing Business and Financial Stand-  
ing of Life Insurance Companies

operating in Canada during the year  
1902, compiled and published by

The Bulletin Publishing Co. of Toronto,  
Limited

## Continued Progress

DURING the last few years the North American has  
made marvellous strides in all Departments tending  
to its upbuilding, which can readily be seen by the  
following figures, showing a comparison of—

### THREE SEPTENNIAL PERIODS

Year	Cash Income.	Assets.	Policies in Force.
1881	\$60,618	\$66,708	\$1,921,718
1888	\$28,081	\$35,513	7,287,464
1895	\$81,478	\$200,618	16,779,885
1902	1,370,840	4,910,513	80,627,951

A strong progressive Canadian Company giving ex-  
cellent returns to its policy-holders, therefore making it a  
desirable Company for Agents to represent.

Three Active Agents Wanted.

## The NORTH AMERICAN LIFE ASSURANCE COMPANY

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## The Standard Life

Assurance Company of Edinburgh.  
(Established 1825.)

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Funds - - - \$51,794,862  
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Canadian Branch - 15,500,000

Assurances effected on First Class Lives  
"WITHOUT MEDICAL EXAMINATION"

Apply for full particulars.

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The Provident Savings Life Assurance Society of  
New York has an Opening for a

### Superintendent of Agencies

for the Province of Ontario. None but first-class  
men need apply. To the proper party a very  
attractive proposition will be made.

Apply to THE PROVIDENT SAVINGS LIFE ASSURANCE SOCIETY,  
Temple Building, Toronto.

J. J. W. Deuchar, F.F.A., F.I.A., General Manager and  
Actuary of the Norwich Union Life Assurance Company,  
speaking of investments says:—

"It may serve to indicate the great importance of obtain-  
ing a good return on the investments, if it is realized that  
one per cent. of increased interest on the funds of a  
company will, on the average, have as great an effect as a  
saving in expenditure equal to 10 per cent. on the premium  
income, while, if an office could count on realizing 5 per  
cent. interest in place of 3, it might reduce its premiums  
some 30 per cent., or double its bonuses."

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RESULTS OF 1902

Business in Force.....	PLACES OF BUSINESS.....	Assets.....	PLACES OF BUSINESS.....
Income in 1902.....	per cent.	Income in 1902.....	per cent.
Income in 1901.....	per cent.	Income in 1901.....	per cent.

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