

# The Chronicle

Banking, Insurance and Finance

ESTABLISHED JANUARY, 1881

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## THE GENERAL FINANCIAL SITUATION

Under post war circumstances, the subject of taxation has become of vital importance to every business man, and in view of the inevitable fact that Canadian taxation policy is bound to be coloured to some extent by the policy followed by the United States, there is a good deal of interest to Canadians in the report sent to Congress by Secretary Houston of the Treasury Department regarding revisions of Federal taxation at present in force among our southern neighbours. The fact that these proposals have been put forward does not, of course, presuppose their being passed into law, but it appears probable enough that many of the suggestions made by Secretary Houston will eventually find their way upon the statute book.

Of considerable interest here is the round condemnation by the Secretary of the Excess Profits Tax. This tax, says Mr. Houston has not filled the theoretical grounds upon which it was enacted, and has been found to be wrong both in theory and political philosophy. He suggests that it should be replaced by some form of tax upon corporation profits, the present tax of 10 per cent. being in his opinion insufficient. In Canada, there is a very widely spread hope that the Business Profits War Tax will not be revived after 1920, but we think it probable enough that Canadian corporations are not therefore likely to find their taxation obligations limited to 10 per cent., or in the case of profits in excess of \$5,000, 10½ per cent. It is more likely that the tax on corporations will be raised to possibly 15 per cent. or even more, although, of course, there are as yet no indications of what may be the policy of the Minister of Finance in this connection in his next year's Budget. Mr. Houston's idea for the United States is a twenty per cent. rate with a higher surtax, plus an additional six per cent., whatever that may mean. His ideas in this connection are certainly not modest.

The Secretary makes some interesting points in reference to the matter of individual income tax. He declares in regard to the present rates of surtaxes on large incomes, which reach a maximum of

70 per cent., that their result is to encourage investment in tax exempt securities and that the only effective way to tax the rich is to adopt rates that do not force investment in such securities. In this connection, it is to be remembered, that this matter of tax exempt securities is, even proportionately, a very much bigger affair in the United States than it is in Canada. Here tax exemption is confined to the War Loans, a considerable proportion of which mature in the next five years, and are not likely, we imagine, to be refunded upon a tax free basis, except at an interest rate considerably reduced below the then normal for tax paying securities. In the United States, however, tax exemption applies to the securities of States and political subdivisions thereof, as well as to certain war loan issues, a fact which explains the amazingly low rates of interest at which even minor public authorities in the United States can borrow in these days. In the adjustment of taxes, Mr. Houston proposes to differentiate between income "saved" or re-invested and income "spent," the latter being taxed at a lower rate than the former. This idea is not new, and theoretically is attractive. So far as we are aware, however, it has not been adopted up to the present by any country which uses the income tax as a means of raising revenue, and we are not clear that the working out of it in practice has been seriously undertaken. Possibly, the idea would be more easy of adoption in the United States, where both realized profits and losses on investments are taken into consideration in Income Tax obligations than in Canada, where neither come into purview of the Income Tax authorities. There is however, an obvious attraction about a proposal to discriminate in matters of taxation in favour of the good citizen who advances the permanent prosperity of the country by thrift and the investment of a portion of his income, as against the spendthrift, who squanders his annual all in riotous living. The scheme has clearly considerable advantages over the existing luxury taxes, while it achieves the same end. On the smallest incomes, such a

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# The Chronicle

**Banking, Insurance and Finance**

Established 1881. Published Every Friday

F. WILSON-SMITH, Proprietor and Managing Editor

OFFICE:

406-408 Lake of the Woods Building,

10 St. John Street, Montreal.

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**MONTREAL, FRIDAY, DECEMBER 17th, 1920**

(Continued from front Page)

scheme could not be worked, but on moderate and large incomes it should be possible to devise means which will make it practicable without it becoming too complicated.

The present period of adjustment is reflected in exceptionally quiet conditions in the investment markets, many otherwise prospective purchasers being nervous of committing themselves under present conditions, while others are waiting for lower prices. We are inclined to think that the attitude on the part of the investors, as distinct from speculators, can be easily overdone. The outlook for industry and commerce is unsettled without a doubt, but the fact remains that many securities, which have proved their capacity to weather storms of this character before, are now selling at levels which can now only be considered as decidedly attractive for permanent investment. So far as unproved securities are concerned, the present is a time for abstention. But in regard to standard stocks and bonds, the opportunity for profitable permanent investment clearly exists, and it is doubtful whether in the long run, the real investor will gain very much by waiting.

The fall in silver last week to about 60 cents an ounce, the 1913 price level and less than one half of the high price which it reached last winter, is a matter of great importance to the Ontario silver mining industry, where the fall in the white metal has already been reflected in discontinued dividends by a number of the mines. This break is not the result of over production, the metal having been coming on to the market during the last six months at less than one half the pre-war amount, about one third of the present world production, that of the United States being automatically taken out of the market, so long as the price is below one dollar, by the provisions of the Pittman Act. The real cause of the slump in silver is that as a result of the financial crisis some months ago, in the Orient, the countries which normally are the very large purchasers of silver, are not able to buy the metal, and are in fact reported to be

selling what they possess in order to obtain funds in Europe. It is pointed out by the New York Evening Post, which summarises these facts, that for years the Occident has been paying the Orient for its goods in silver, but now the Orient's goods are drugs on the market. Post armistice speculation in the east, it is said, was pushed to a much rasher point than in the West, the end came more abruptly, and the period of depression promises to last longer than on this side of the Pacific.

So far as the facts of the present situation in regard to newsprint can be sifted out from the multitude of conflicting rumours, it appears to be the case that a certain amount of competition from European sources is now being experienced in the United States markets by the Canadian pulp and paper interests, but that the quality of these European imports is not up to the level of the Canadian article. The Canadian producers, while securing the very satisfactory price of 6½ cents per pound for new contracts are, however, apparently finding it worth their while to do something to meet their customers, it being reported that some producers who had fixed their prices at 7 cents having been finally persuaded to agree to 6½ cents. It is evident that pulp and newsprint must eventually share in the all round adjustment of prices which is now taking place, although it is probable enough that they will be among the last commodities to be affected. As things are, on the new contract price of 6½ cents, the Canadian producers are getting a considerably better figure than they hitherto received. Evidently also the older mills, whose operating costs are quite low in comparison with those of new competitors, can stand reductions from 6½ cents and still make very handsome profits. The probabilities are that the price of newsprint has now reached its maximum, but there are as yet no indications that the industry will not continue to have relatively great prosperity and yield handsome returns to investors.

## TRAFFIC RETURNS

Canadian Pacific Railway				
Year to date	1918	1919	1920	Increase
Nov. 30 . . . . .	\$138,420,000	\$156,400,000	\$192,334,000	\$35,934,000
Week ending	1918	1919	1920	Increase
Dec. 7 . . . . .	\$3,480,000	\$3,797,000	\$5,215,000	\$1,418,000
Grand Trunk Railway				
Year to date	1918	1919	1920	Increase
Nov. 30 . . . . .	\$68,128,850	\$80,883,227	\$12,754,377	
Week ending	1918	1919	1920	Increase
Dec. 7 . . . . .				
Canadian National Railways				
Year to date	1918	1919	1920	Increase
Nov. 30 . . . . .	\$72,809,715	\$85,134,339	\$98,985,159	\$13,850,820
Week ending	1918	1919	1920	Increase
Dec. 7 . . . . .	\$1,714,173	\$2,050,134	\$2,678,306	\$928,172



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## The Factors Governing Production

In the course of an address to the Glasgow Chamber of Commerce on the 18th October on "The factors governing production and the character of industrial policy required to improve our position," Lord Weir emphasized the abnormal position of industry to-day and uttered a warning of the evil effects that must ensue if production is not increased.

It would be folly, he said, to regard with apathy and complacency the gravity of the phenomena associated to-day with our national trade, finance, and industry. These phenomena may be defined as the continuous acceleration of the rate of increase in the cost of living, the sporadic but ever-recurring examples of unrest and discontent among our industrial community, the threatened shrinkage in the sales of our products, the impaired volume and efficiency of our production, and the gradual encroachment of foreign competition, not only in our home but also in our world markets. Such phenomena, when associated with our unsatisfactory financial position and our impaired exchange, constitute an abnormal emergency, involving a rapid approach to national insolvency and one with which must be inevitably associated with unemployment, misery, and hardship for many of our people. Nourished and stimulated by the conditions indicated, we had had imposed upon the community an active and insidious campaign of extremist propaganda, directed, not towards the amelioration of these conditions, but towards the complete overthrow of our existing social mechanism.

The maintenance of to-day's standard of living is impossible under to-day's conditions of volume and efficiency of production. No improvement in the standard of living of our people will be possible until our productivity is not only enormously increased, but is much more efficiently secured.

The first cause of our poor industrial performance is the restriction in the hours of labour, which is responsible for a reduction of not less than 12 per cent. in the gross turnover of our entire industrial world. Expressed in the form of wages it means that our annual wage bill is approximately £140,000,000 less than it might be. Expressed in another way, it means that we are losing the produce of 700,000 workers. Associated with this cause is the influence of additional restrictive regulations on overtime and night-shift working. For example, a very recent agreement between the employers and the Amalgamated Engineering Union reduces the productivity of a night-shift worker by 25 per cent. and increases the cost of all work done in a Glasgow engineering works at night by 25 per cent.

The effect of strikes, and, no less important, the threat of strikes, is sufficiently familiar to require little comment, but since the armistice there have been no fewer than 280 industrial disputes, involving about 3½ million persons and the loss of about 44,000,000 working days.

There are only four methods of improving the volume and efficiency of our country's production, and by steadfastly keeping these in front of us a definite policy can be evolved. The four methods are:—

1. An increase in intensity of effort per operative hour.
2. An increase in the number of operative hours per individual per day.
3. An increase in the number of operative individuals.
4. A perfecting of methods, processes and organizations, thereby eliminating waste of operative hours.

Reduction in hours is a legitimate step in the progress of social reform, but it is brought into being at a time when this country cannot afford to work fewer hours, and to-day it is perfectly clear that we cannot go on working fewer hours. In a few industries the reduction is justified, but in the majority it is not. In the shipyards and in the coal-mines there is a considerable amount of preventable and avoidable absenteeism.

Lord Weir mentioned three factors, each illustrating the necessity for freedom of employment:—(1) the influence of technical progress on employment; (2) abnormal demand; and (3) the development of industrial methods and processes.

In regard to abnormal demand, there are two outstanding examples—the building trades and the iron moulding industry. To-day we are urgently in need of additional houses, and the men available to build them are walking about unemployed because employment is not free. Six months have been spent in negotiation between the Ministry of Labour and the trade unions in a matter where the national interest is paramount. In some London districts where new houses are badly required it is proposed to start relief work to provide employment. Could anything more farcical or insincere be imagined?

Trade unionism to-day obstructs the employment of the unskilled and recognizes only a dead level of the skilled, with the result that development on specialized lines for mass production to reach a world market is retarded or prevented. This handicap imposed on the directional authority produces inefficient production, with its consequential results. A vast army of nondescript labour, only in need of training and guidance to enable it to raise its standard of living, its self-

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respect, and its value to the nation, is denied the opportunity of doing so by the dead hand of the trade unions and permanently kept at a level which is a source not only of weakness but of danger to the State.

There arise certain essentials to any constructive and remedial policy. These essentials have no order of importance. They are interdependent and interacting, and he gave them follows:—

1. A temporary stabilisation of wage rates for twelve months.
2. The assumption of responsibility for unemployment relief by industry as a whole, not sectionally as has been proposed.
3. Certain changes in the incidence of taxation in industry.
4. The removal of trade union obstruction to payment by results.
5. The recognition by the State of the principle of freedom of employment.
6. The temporary increases of working hours.
7. A reduction and suspension of Government activities in costly schemes of social reform until the industrial performance of the country and the consequent financial position warrants their re-adoption.

Such, he said, is the outline of a policy and a programme, characterised by concentration on practical means within our own control of increasing production, rendering it more efficient, reducing costs and prices. The effect of its adoption would be to clarify the industrial atmosphere, reawaken enthusiasm and enterprise, and point the way to practical co-operation, and, above all, to show to the community that the three authorities concerned, Government, trade unions, and employers, are in earnest in their efforts to help to ameliorate the present situation. The working man would realise that something effective and practical is being done to help him.

As regards wage rates, Lord Werr said: Assume that to-day's high cost of living is a reflection of high wages, impaired exchanges, reduced and inefficient production, and inflation of currency. Further assume that to-day's wage rates (not necessarily earnings) represent a fair standard of living, and that they are stabilized for twelve months. Then if, as a result of the other factors of our policy, the volume of production and its efficiency are increased, our credit and our exchange will rapidly improve, our overhead charges both industrially and nationally will be reduced, such savings will at once be registered in reduced costs of commodities, and, as the wage rate is fixed, its value will rise and accordingly raise the standard

of living. Then, and not till then, will it become possible to reduce the currency inflation by wage reduction which can be done in such a proportion as to ensure that the real value of the wages will be still further increased.

### **New Presidents for Henry Evans Group**

The future personnel of the chief officers of the companies in the Evans group, (from reliable information received by The Chronicle) will probably be as follows:—

Mr. Jose E. Lopex, to be president of the Continental. Mr. C. R. Street to be president of the Fidelity-Phenix, and Mr. N. T. Robertson to be president of the American Eagle.

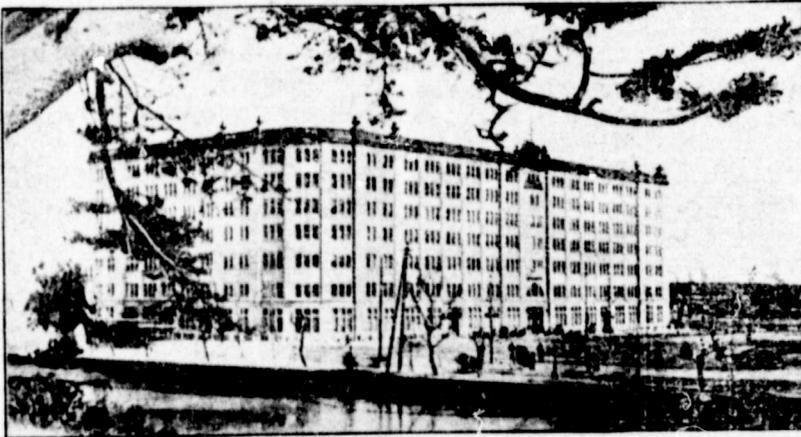
Mr. Lopex is vice-president and secretary of all three companies. Mr. Street is vice-president of the Fidelity-Phenix and manager of the Western department with head quarters in Chicago. Mr. Robertson is secretary of the Fidelity-Phenix and assistant manager of the Western department located in Chicago. All three men have been identified with the Evans group for many years.

As already announced Mr. Henry Evans, president of the above companies, retires to the position of chairman of the board of directors of the three institutions, on 1st January next.

### **London & Scottish Assurance Corporation Limited Purchase New Office Building in Montreal**

Owing to the continued expansion in the Canadian business interests of the London & Scottish Assurance Corporation Limited, and the necessity for larger office accommodation, they have sold the building which they have occupied for the past twenty years, and have purchased another on St. John Street, right in the centre of the Insurance district, a few hundred feet away from their former premises. The new property is bounded by St. John, Hospital and St. Alexis Streets, and will be well adapted for the bringing closer together of the various Departments of the Company, including the Fire and Casualty Branches of the subsidiary Company, the Scottish Metropolitan Assurance Company Limited. The new purchase of the London & Scottish, has a floor area of about 6000 feet, which is nearly twice the area of the property sold. The building has a frontage on St. John St. of 78 feet, a frontage on Hospital of 75 feet, and a frontage on St. Alexis St. of 92 feet. The Company propose to make the necessary improvements and alterations to suit their requirements.

THE  
**TOKIO** MARINE AND FIRE  
 INSURANCE COMPANY  
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Home Office Building, Tokio

**HEAD OFFICE STATEMENT, December 31st, 1919 :**

Capital (Paid up) . . . . .	\$3,750,000.00
Assets . . . . .	49,623,262.72
Liabilities (except Capital) . . . . .	6,775,691.87
<b>Net Surplus . . . . .</b>	<b>39,097,570.85</b>

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## THE TOKIO MARINE & FIRE INSURANCE CO.

The Tokio Marine & Fire Insurance Company Ltd., is now represented in Montreal by Mr. Geo. W. Pacaud, chief agent in Canada. The Company was established in 1879, and is doing world-wide business. The remarkably strong financial standing of the Tokio is evidenced by an amazingly large net surplus, shown on another page, amounting to \$39,097,570, as at 31st December, 1919. We understand that the Company has had a prosperous six months in 1920, and the net surplus has been further advanced to well over \$40,000,000. The Company has total assets of approximately of \$50,000,000 and a paid up capital of \$3,750,000. It is generally recognized that the Tokio has long been under most successful and skilful management. The Company enjoys an excellent reputation for liberal and prompt dealings with policy-holders.

With the addition of the Tokio, the underwriting facilities of Mr. Pacaud's office, which have in the past been very extensive, are now second to none.

### British Columbia Fire Underwriters Association

Mr. John L. Noble has been appointed secretary of the Vancouver Board of the B. C. F. U. A. to succeed Mr. W. P. Foster, who recently resigned that position owing to ill health.

### Ridiculous Claims from Quebec City

Serious attention has lately been attracted by the companies to the number of paltry claims received from Quebec City and vicinity. We have had the opportunity of examining a claim form, this week in which a policyholder claims from a large British Company the sum of three dollars for a ladies felt hat, the proof of loss states the cause to be, assured's child placing hat in the oven of stove.

### New India Assurance Co., Ltd., of Bombay Enters United States

The New India Assurance Co. Ltd. of Bombay, has entered the United States to transact an exclusively fire re-insurance business. Mr. Sunner Ballard of New York has been appointed manager for the United States. The Company will make an initial deposit of \$1,000,000. The New India has paid up capital of about \$3,203,125 and is known to be strong financially.

## NOTICE

Following our usual custom THE CHRONICLE will not be issued on the 24th inst., it being Christmas Eve. The next issue, therefore, will appear on the 31st instant.

### NOVEMBER FIRE LOSSES HEAVY

The losses by fire in the United States and Canada during the month of November, as compiled from the daily records of The Journal of Commerce, reached a total of \$28,093,350. While this record is about equal to that of October it is much heavier than the normal and is taken by fire insurance men to in a measure reflect the development of moral hazard as a result of trade depression. The November figures are \$4,642,550 larger than those of the same month last year and nearly two and a half times those of November 1918, which totalled \$12,333,750.

The November losses bring the fire waste of the country for the first eleven months of 1920 to the excessively large total of \$289,656,325, which is forty-eight millions in excess of the record for the same months last year and only eleven and a half short of the fire losses of the eleven months of 1918, which was an exceptionally bad year.

While losses in November are thus severe, they are not at all surprising to fire underwriters, as with the development of business disturbances incident to valuation readjustment they have anticipated a material increase in the country's fire losses. A study of the details of these larger fires during the month, discloses the fact that the losses in risks of the classes of business which have been most severely involved in the trade disturbances are particularly prominent. This fact coincides with fire underwriters' contention that with unfavorable trade conditions the moral hazard is bound to develop in sufficient portion to be clearly reflected in the fire loss record. Taken as a whole, however, the fire underwriting situation is not as unfavorable as the current trend of events would indicate. While the losses are heavy and are expected to continue so for another month or two and the cancellations are unusually large, the outlook for an ultimate underwriting profit on the business of the country as a whole is fairly promising, as the immense increase in business during the first half of the year, of which the greater portion of the premiums had already been earned, will go a long way to absorbing any material increase in fire losses. Barring any serious conflagration in the next few weeks, therefore, the leading well-managed fire insurance institutions should show fairly satisfactory results on the year's turnover.

## LIFE ASSURANCE IN CANADA

By T. B. MACAULAY

Mr. T. B. Macaulay, President of the Sun Life Assurance Company of Canada was a prominent figure at the Fourteenth Annual Convention of the Association of Life Insurance Presidents, held in New York last week. His address on "Life Assurance In Canada," from an historical standpoint was both interesting, and enlightening.

Mr. Macaulay said in part.

Anything in the nature of a detailed history of the development of life insurance in the Dominion would of course be entirely out of place at a gathering such as this. I have pleasure, however, in complying with the request to give a brief sketch of the rise and progress of the business from its small beginnings to its present dimensions.

Prior to 1847, life assurance was almost unknown in the provinces of British America. The population was small and scattered, and the policies in existence were almost entirely in British Companies, chiefly the National Loan Fund. In that year, however, the first Canadian life office was founded, the Canada Life Assurance Company. At about the same time a branch also was established of the Colonial Life of Edinburgh, which had been established to operate in the British Colonies in association with the Standard Life, with which its business was afterwards amalgamated. These two companies, one Canadian, one Scotch, had the field almost to themselves, but the volume of their transactions was very small. Gradually, however, new British competitors appeared, and in 1866 several American companies also established themselves in the Dominion. The business of all combined was, however, but small when measured by our present standards. When in 1867 the Canadian provinces were federated and became the Dominion of Canada, the total of the assurances in force was probably in the neighborhood of \$15,000,000, about one-fourth of the amount being in the Canada Life, the remainder in British and American companies.

The circumstances which led to the founding of the Canada Life are of interest. Mr. Hugh C. Baker, of Hamilton, Ont., a gentleman of considerable banking experience, desired to assure his life, and for that purpose applied to one of the British Offices. Being a rather sub-standard life, there was a little hesitancy, and he was requested to go all the way to New York for examination, no small undertaking in those days, when railways were unknown and the only means of transportation were stage coach and saddle. Mr. Baker was a thoughtful, studious man, and he decided to found a local company in his own town. He succeeded in interest-

ing a number of others, and thus in 1847 the Canada Life Assurance Company, the pioneer office of the Dominion, came into being. I may perhaps be pardoned for interjecting that my honored father joined the staff of the Canada Life as its accountant when it was eight years old, in 1855. I have often heard him speak of Mr. Baker, and always in terms of admiration, and even of affection. He had a profound regard for Mr. Baker's character, ability and devotion to the interests of his company. Those were the days when such men as he had to grope in the dark to a large extent when faced with actuarial and investment problems. Elaborate tables of policy values, with the multitude of other helps which we now have, did not exist. Mr. Baker had to do much of his own calculating, using chiefly, if I remember aright, the Carlisle six per cent. tables for valuations. I have heard my father describe his voluminous calculations in connection with premiums, reserves and bond values. Such work was congenial to him, and the Canada Life was indeed fortunate in having such a man as guide in its early years. In those days the public knew almost nothing of the principles of life assurance, and were indifferent to its advantages. In many cases there was even keen opposition on the ground that it was an interference with the workings of Divine Providence. The company had great difficulties to contend with, but Mr. Baker builded even better than he knew, and the Canada Life as it stands to-day is the monument to his enterprise and wisdom. Those who were associated with him honored and cherished his memory, and so should Canadians of a later generation.

It was nearly a quarter of a century before any other Canadian company entered the field. The federation of the provinces, however, stimulated greatly the national consciousness and enterprise. In the late sixties several companies were incorporated, and shortly afterwards began business, the Ontario Mutual, now the Mutual Life of Canada, in 1870, the Sun Life and the Confederation in 1871. On the other hand, some of the American companies withdrew as the result of the passage of legislation requiring the deposit of securities for the benefit of Canadian policyholders, among them the Mutual of New York and the Connecticut Mutual. The Mutual Life protested that it was impossible for it to comply with any legislation of that character. It claimed that as a mutual company it was prohibited from giving any section of its policyholders a special lien on any portion of its assets. When we remember the dominating position occupied by the Mutual of New York in the life insurance world of those days, it will be realized that its withdrawal was felt to

be a loss to the insuring public of the Dominion. Incidentally the Sun Life of Canada to a large extent owes its origin to this action by the Mutual. Mr. M. H. Gault, M.P., chief representative of the Mutual in Eastern Canada, was one of the most wealthy and influential citizens of Montreal. He endeavored to dissuade his company from withdrawing, but without avail. He offered to personally put up the deposit required by the government, but even this proposal was not accepted, and the company withdrew. Mr. Gault thereupon secured an amendment to the charter of a new company which he had already incorporated in 1865, limiting it to life and accident assurance, and changing the name to the "Sun Mutual Life Insurance Company of Montreal." You will notice that the words are identical with the title of the New York office, except that they are prefaced by the word "Sun," and New York replaced by "Montreal." The word "Mutual" was actually a misnomer for the company never was mutual. Why the great luminary was chosen as godfather I never knew, and all who could throw any light on the question have long since joined the great majority. Business operations were begun in 1871, and thus came into existence the company now known as the Sun Life Assurance Company of Canada. When it was three years old, in 1874, Mr. Robertson Macaulay was invited to take charge of its destinies, and I hope I may be pardoned in saying that I, his son, joined him three years later, in 1877.

The Mutual Life of Canada was founded by the late Mr. Wm. Hendry, who has but recently passed away, leaving a very fragrant memory. It began as an assessment company, but Mr. Hendry early saw the weakness of that system, and after consultation with Mr. Elizur Wright of Boston, took steps to organize the company on standard lines. It is good to know that he lived long enough to see the company which he had created become one of the great institutions of the Dominion.

The Confederation Life dates from the same year. I understand that the name mentioned in the application for the charter was the Dominion Life, but the members of parliament of the new Dominion were so afraid the public might suppose there was some connection between the company and the government that they changed the name to the Confederation Life. Its founder, Mr. J. K. Macdonald, has been, for just about half a century, an outstanding figure in Canadian life assurance, being now the last of the grand old pioneers. He holds a unique position in several departments of Canadian life, and has been repeatedly honored by his fellow-countrymen, whose respect and good will he enjoys to a very marked degree. Now in his eighty-fourth year, his acti-

vity would put many a young man to shame. Some years ago he retired from the active management of his company, which passed to the shoulders of his able and popular nephew, Brigadier General W. C. Macdonald. The tragic death of this gentleman, however, not merely shocked and grieved us all, but compelled Mr. Macdonald to resume the management. We are happy to know that he is still the active president of the company, paying particular attention to the Investment Department. With him are now associated his son and nephew. I understand that policy No. 1 in the Confederation, taken out in 1871, forty-nine years ago, is on the life of Mr. Macdonald, and is, of course, still in force. Long may our friend be spared to enjoy the honor and comfort which he has so well earned.

When these newly organized companies began to compete for their share of business in 1871, the Canada Life had in force slightly over five thousand policies, covering a little more than eight million dollars of assurances. In those days, however, these figures appeared very large. The company had behind it twenty-four years of prosperous business life, and its prestige was indeed great. Its assets of a million and a quarter dollars were considered enormous for Canada, and it had a record for large profits such as few companies anywhere have been able to sustain. Canadians were, and are, rightly proud of their pioneer company, which has now, however, grown to a size and strength which would make the men of 1871 gasp with astonishment.

Continuing the history of the Canada Life: On the death of its founder, Mr. Baker, in 1859, the Board of Directors sent a deputation to the Old Country to select a successor who would possess the advantage of training in the Head Office of some British company. Their choice fell on Mr. A. G. Ramsay, at that time connected with the Scottish Amicable Life. I was privileged some time ago to read the interesting correspondence which these representatives of the Board had with Mr. Ramsay, which led to his becoming manager of the company, and ultimately, in 1875, its president. After twenty-six years of arduous service, Mr. Ramsay retired in January, 1900, on a liberal and well-earned pension, which he enjoyed for many years. He was succeeded by Senator Geo. A. Cox, one of the most forceful and enterprising men Canada has produced. He had been connected with the company for over thirty years before assuming the presidency. He, in turn, was succeeded by his son, Mr. E. W. Cox, whose career was cut short by death after but one year of office, his successor being our friend, his brother, Mr. H. C. Cox, president of the company at the present time.

Perhaps I may add, that, to those who remember



**STRIDING AHEAD**

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

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

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

Address E. J. Harvey, Supervisor of Agencies.

**NORTH AMERICAN LIFE ASSURANCE COMPANY**

"Solid as the Continent"

HOME OFFICE . . . TORONTO, ONT.

**SIZE, STRENGTH, LIBERALITY**

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

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

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

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

**SUN LIFE ASSURANCE COMPANY OF CANADA**

Head Office: Montreal.

T. B. Macaulay, President



**RAILWAY PASSENGERS ASSURANCE CO. OF LONDON ENGLAND**

DEPARTMENTS:

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

Head Office for Canada and Newfoundland . . . . . TORONTO

F. H. RUSSELL, General Manager

**The Imperial Guarantee and Accident Insurance Co. of Canada**

Head Office: 46 King St. W., TORONTO, Ont.

**A Strong Canadian Company**

Plate Class & Automobile Insurance

Guarantee Bonds

Accident and Sickness Insurance

E. WILLIAMS, General Manager

FRANK W. COX, Secretary

**METROPOLITAN LIFE INSURANCE COMPANY OF NEW YORK**

Paid for new business in Canada during 1919.

Ordinary . . . . .	\$61,659,058
Industrial . . . . .	\$32,798,063
Total . . . . .	\$95,357,111

Largest amount ever issued in Canada by any Company.

Amount of Insurance in force in Canada

December 31, 1919 . . . . . \$336,193,990

Largest amount in force in Canada by any Company.

Number of Metropolitan policies held by

Canadians December 31, 1919 . . . . . 1,431,827

Largest number in force in any Company in Canada.

Investments in Canada exceed . . . . . \$57,000,000

Subscriptions to Victory Loans . . . . . \$24,137,000

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

Home Office, 1 Madison Ave., New York City

**THE LIFE AGENTS' MANUAL**

THE CHRONICLE \* - MONTREAL

the great part played by Mr. A. G. Ramsay in the development of the company, it is very pleasing to know that the name has not been allowed to drop out, for among those intimately associated with Mr. Cox, is Mr. Ramsay's grandson, another A. G. Ramsay.

The number of companies continued to increase. The London Life began as a provincial company in 1874, taking a Dominion license in 1885. The North American Life was founded in 1884, by the late Mr. William McCabe, with whom was associated Mr. Leopold Goldman, whom we are pleased to have with us, and who has long been the head of his company. The Temperance & General Life appeared in 1884, afterwards amalgamating with the Manufacturers Life, which began in 1887. These were followed in time by the Dominion, the Excelsior, the Great West, the Northern, the Imperial, and others.

As compared with the record at Confederation, of one company, with assurances of about four and a half millions we have now twenty-four companies operating under Dominion license, with assurances in force at the present time (1920) of approximately \$1,650,000,000 within the Dominion, and \$2,000,000,000 if we include their foreign business.

A total of thirty-four Canadian companies have at various times been licensed by the Dominion Insurance Department, but in the course of years nine have reassured or amalgamated, and one has liquidated. It is a matter of some pride to Canadians that no person has ever lost a dollar through the failure of any Canadian life office.

In addition several companies have been formed from time to time under provincial charters, but these as a rule have limited their activities to the confines of the particular province in which they were formed, and their operations have not been on a large scale.

Canadians, however, have by no means had the field to themselves. Thirty to forty years ago the American companies were exceedingly active, and made a great impression on the character of Canadian life assurance. With the increasing competition from the Canadian companies, our American friends after a while showed a tendency to somewhat neglect the field, but in more recent years some of them, the Industrial companies in particular, have been extremely active. Among these, in order of ordinary business in force, come the Metropolitan, New York, Prudential, Travelers, Aetna and Equitable. The Equitable is at present withdrawing, but the other companies named show every indication of being more energetic than ever.

The limitations imposed by the comparative smallness of our population have been felt, and other parts of the Empire and of the United States and foreign fields have proved attractive. The Sun

Life was the first Canadian office to venture abroad, taking that step in 1879. For over ten years it was alone in having outside branches, but it was then followed by the Canada, North American, Manufacturers, Confederation, and others. Ten of our companies are now doing business beyond the limits of the Dominion. These outside agencies extend to many parts of the world. With the exception of Australia and New Zealand there is hardly a part of the British Empire in which one or more of the Canadian companies is not operating, and the same may be said of the West Indies and the Spanish-speaking countries of South America. The partial withdrawal of the American companies from foreign business as a result of the Armstrong legislation has left the field more open to the Canadian offices, which are gradually taking their place as the international life assurance institutions of the world.

In closing I should mention that in Canada we have but one government department for the supervision and regulation of assurance throughout the whole Dominion. We thus have to deal with one central Federal Superintendent, instead of with officials located in every province. We have also one Federal law, which regulates most of the details of the business, the provinces having jurisdiction over only local companies which have not secured a Dominion license, and over certain of the agency and other operations of the Dominion companies which are local in character. We do not claim that our laws are perfect—what laws are? We do, however, believe that we have one of the best Insurance Acts to be found on the statute books of any country. The Superintendents of our Insurance Department have, moreover, not been appointed for political reasons. We have had but three since the organization of the Department in 1875, and none of these gentlemen had ever taken any part in active politics.

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

# ROYAL INDEMNITY COMPANY

**CHARLES H. HOLLAND, President**

**CANADIAN OFFICES:**

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

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

# Commercial Union Assurance Company Limited

of London, England

as at 31st Dec., 1919.

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

# Palatine Insurance Company Limited

of London, England

as at 31st Dec., 1919.

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

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

**Applications for Agencies Solicited in Unrepresented Districts**

Head Office: CANADIAN BRANCH

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

H. J. KERR, Assistant Manager.

W. S. JOPLING, Manager.

# THE CANADA

## ACCIDENT & FIRE ASSURANCE COMPANY

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

Head Office, - - MONTREAL  
H. F. RODEN, Manager, Casualty Department  
Local General Agents, (Fire)  
**G. U. PRICE & CO., LIMITED**  
Bank of Toronto Bldg., Montreal

FIRE - MARINE - HAIL  
AUTOMOBILE

ASSETS EXCEED  
\$93,000,000



# EAGLE STAR AND BRITISH DOMINIONS INSURANCE COMPANY LIMITED

J. H. RIDDEL, Manager for Canada OF LONDON, ENGLAND E. C. G. JOHNSON, Assistant Manager  
HEAD OFFICE FOR CANADA - TORONTO  
**DALE & COMPANY, LIMITED - GENERAL AGENTS - MONTREAL AND TORONTO**

# THE FIRE INSURANCE COMPANY OF CANADA MONTREAL

Authorized Capital, \$1,000,000 Subscribed Capital, \$500,000 Paid Up Capital, \$200,000  
GENERAL FIRE INSURANCE BUSINESS TRANSACTED  
President: Hon. R. DANDURAND Vice-President and Managing Director: J. E. CLEMENT

### FIRE INSURANCE PROFITS

The recently published report of the Superintendent of Insurance contains a tabulation continuing and supplementing the statistics compiled by his department last year showing the results of fire underwriting in Canada from the point of view of profits over the half century for which records had been available to the end of 1918. The half century's results, which were discussed at length in a special appearing in "The Chronicle" of October 17th, 1919, revealed, it may be recalled, that the average of underwriting profit over the whole period of fifty years was under 5 per cent.—to be exact 4.99 per cent. This was before making any allowance for the conflagration hazard, it being presumed that the period over which the figures extended was sufficiently long to give proper effect to the law of average, and also that such allowance would be offset by earnings on invested assets. The absolute inadequacy of this return in relation to the volume of business transacted and the enormous risks undertaken is, of course, apparent.

Figures are now available of the results of the last five years, on the basis as formerly of underwriting profit per cent. of cash premiums received. A summary of these figures for all companies is as follows:—

1915 . . . . .	14.32
1916 . . . . .	5.72
1917 . . . . .	4.85
1918 . . . . .	6.16
1919 . . . . .	11.75
<hr/>	
Average . . . . .	8.53

An important fact to bear in mind in connection with this five year average that if a half a century is a long enough period to give proper effect to the law of average in regard to conflagrations, five years certainly is not, and this fact needs to be carefully considered when drawing any deductions from the five year figures.

It is not clear why such an exceptionally good result should be shown for the year 1915, which, from the point of view of loss ratio was not a particularly remunerative one for the companies. But, accepting the figures, as they are, and bearing in mind the preceding paragraph some useful and interesting deductions may be drawn therefrom.

It will be noticed that in a period when premium income was expanding with extreme rapidity, as it has been expanding since 1916, in one year the average underwriting profit fell below the fifty year average. Two years of the five were good years, one was very poor, and the other two only fair, and the ultimate result in the five year average, is not wildly exciting. It is possible enough that with 1920, which appears also to have been a very fair year for the companies, fire insurance premiums have reached their peak for the time being, and that 1921 may see some set back, the extent of it being contingent upon the rapidity with which present day stocks are distributed, and the revival of the lines of industry at present comparatively dormant. There is no doubt also, that the "moral hazard" is now becoming a good deal more serious than it has been in some recent years, and while it is true enough that a large percentage of a year's fire losses is usually made up by a few fires, in a period of acute financial stringency, it is to be expected that comparatively small losses, which are directly due to "moral hazard" will, in the aggregate, reach quite considerable amounts. What we think is clear from the figures given is that, while the fire insurance companies may have prospered during the past few years, they have not prospered unduly, and probably not in proportion to the prosperity which has existed in other lines of business. Certainly they have not "profiteered." And the conflagration hazard does not grow less as those who are aware of the present day concentration of values in our large cities, and the rotten construction that still prevails in many of their centres, realize.

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

# British Northwestern Fire Insurance Company

**HON. EDWARD BROWN**  
President.

**J. H. RIDDEL**  
Managing Director.

**E. C. G. JOHNSON**  
Secretary.

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



**CANADIAN FIRE RECORD**

*Specially Compiled by The Chronicle*

*Fire at St. Anne de la Pocatière, P.Q.*—On the 15th instant a fire destroyed the College of St. Anne de la Pocatière and badly damaged the fire proof College adjoining. Insurance as follows:— On o'd college: North America, \$25,000; Prov. Wash., \$10,000; Queen, \$20,000; Palatine, \$85,000; Mount Royal, \$15,000; Employers, \$20,000; Springfield, \$5,000; Canada Accident, \$5,000; Western, \$10,000; Northern, \$10,000; Unknown, \$28,000. Total \$233,000. Loss reported total. On fire-proof college adjoining North America, \$25,000; Queen, \$40,000; Palatine, \$30,000; Mount Royal, \$10,000; Employers, \$30,000; Quebec, \$25,000; St. Paul, \$10,000; Norwich Union, \$10,000; Equitable, \$10,000; Union of Paris, \$10,000; Springfield, \$10,000; Unknown, \$60,000. Total \$270,000. Loss probably 10% or 15%.

*Fire at St. Stephen, N.B.*—On the 15th inst. a fire destroyed the Warehouse containing stock of hides and pelts of Henry Acker, his barn and dwelling house were also destroyed. Loss about \$30,000.

*Fire at Moncton, N.B.*—On the 15th instant a fire occurred on the premises of the Times Printing Company Ltd. Loss about \$10,000 fully covered.

*Fire at Winnipeg, Man.*—On the 14th instant a fire damaged four business places on the Main St., including the Manitoba & City Hotels opposite the City Hall, suffered loss. Loss estimated \$50,000.

*Fire at Three Rivers, P.Q.*—On the 13th inst. a fire broke out in the stable of the Imperial Oil Co. which was badly damaged, two horses were lost in the fire.

*Fire at Woodstock, Ont.*—On the 13th instant a fire damaged the Sentinel-Review Building. Loss about \$12,000.

*Fire at London, Ont.*—On the 13th instant a fire damaged the Aged People's Home. Caused by cigarette smoking by an inmate. Loss about \$2,000.

*Fire at St. Lucie, P.Q.*—On the 14th inst. a fire destroyed the Canadian National Railway Station. A wooden structure erected 43 years. Cause explosion of oil stove.

*Fire at Montreal.*—On the 14th instant a fire broke out on the premises of the Lewis S. Jaslow Co., 328 St. Catherine St. West. The Jaeger's Sanitary Woolen System Co. Ltd., 326 St. Catherine are also sufferers by the fire.

*Fire at Halifax.*—On the 13th instant a fire destroyed R. G. Hubley's Dye Works. Loss about \$8,000.

*Fire at Quebec.*—On the 9th instant a fire broke out in Louis Deschenes Shoe Store, 58 St. John and communicated with the stores of A. O. Pruneau, bookseller and Miss M. Browning Milliner. Loss about \$30,000.

*Fire at Jasper, Alta.*—On the 1st instant a fire destroyed twenty business houses and ten residences. Loss about \$250,000.

**COLUMBIA**  
INSURANCE COMPANY OF NEW JERSEY

Annual Statement as of December 31st, 1919

ASSETS	
Government and Municipal Bonds...	\$ 790,488.00
Railroad and Miscellaneous Bonds .. .	563,890.00
Cash in Banks .. .	175,145.60
Premiums in course of Collection and other Assets.. .	267,431.48
	<hr/>
	<b>\$1,796,955.08</b>

LIABILITIES	
Cash Capital .. .	\$ 400,000.00
Unearned Premium Reserve .. .	390,134.38
Losses in process of adjustment .. .	105,426.82
All other claims .. .	88,000.00
	<hr/>
	\$33,561.20
Surplus over all Liabilities .. .	<b>813,393.88</b>
	<hr/>
	<b>\$1,796,955.08</b>

Head Office for Canada  
Montreal

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

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



# THE EMPLOYER'S

## Liability Assurance Corporation, Limited

of London England

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

**OFFICES:**  
**Temple Building, Toronto. Lewis Building Montreal**

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

**John Jenkins,**  
 Fire Manager

Applications for Agencies Invited

Canadian  
 Government  
 Deposit  
**\$1,622,000.00**

**Stands First**

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



**TRANSACTS:**

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

**302 St. James Street, MONTREAL**

**ROBERT WELCH,** General manager

APPLICATIONS FOR DIRECT AGENCIES INVITED.

# The Ocean Accident & Guarantee Corporation Limited

## AUTOMOBILE INSURANCE

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

The "OCEAN" can meet these requirements under one contract

Branch Office:  
 MERCHANTS BANK BLDG.,  
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**JOHN W. WETMORE,**  
 Superintendent.

**W. T. PERRY,**  
 Manager for Canada

**Canadian Head Office: Ocean Insurance Bldg., TORONTO**

# The Dominion of Canada Guarantee & Accident Ins. Co.

**The Oldest and  
 Strongest Canadian  
 Casualty Company**

**TRANSACTS:**

ACCIDENT      SICKNESS      PLATE GLASS  
 BURGLARY      AUTOMOBILE INSURANCE  
 GUARANTEE BONDS      FIRE INSURANCE

**E. ROBERTS,** Manager  
 706, Lewis Building, MONTREAL

**C. A. WITHERS,** General Manager  
 TORONTO

Branches: WINNIPEG      CALGARY      VANCOUVER

## GOVERNMENTAL INSURANCE

William B. Ellison, former corporation counsel of New York, does not agree with William Randolph Hearst as to the value of Governmental insurance as a panacea for public ills. Mr. Ellison is a lawyer specializing on insurance. In his professional practice he often is lined up against the insurance companies and often with them, so he has had opportunity to see both sides of the system of insurance by private companies. He knows its weak points as well as its strong ones. Fully aware that it is not perfect, he still holds that it is much to be preferred to any Governmental system. Asked for his views on the subject, Mr. Ellison said: "To turn over the vast interests now involved in insurance to the control of political organizations and to the vicious elements that ordinarily dominate them in their detailed operations would destroy the safety that our companies now furnish. We have had some recent experience with Governmental operations, and I do not believe that the exhibition furnished thereby, will ever seriously encourage the people of this country to extend them beyond their absolutely necessary requirements in cases of emergency.

"Every year we charge all kinds of hideous things to the political party in power, and perhaps some of us believe them. And now the suggestion is that we turn over the operation of vast business interests to those who yearly or less frequently we have striven to prove are venal or at least unbusiness like and extravagant.

"There are, no doubt, weaknesses that call for remedy in the present conduct of the insurance business, but they never will be remedied by people who know as little of the subject as the ordinary camp follower or suttler of a political party.

"The doors of our legislative bodies are open to reform abuses that really require reformation. And the superintendents of insurance throughout the country are reasonably quick to touch the public pulse in that regard, when slothful publicity is always available. In the meantime, however, leave this great business in the hands of great business men."

### Technical Words and Phrases Relating to Life Insurance

You would think me very stupid if I should try to talk in English to a Frenchman who knew only his own language. Now, the technical words and phrases relating to life insurance, with which every agent is perfectly familiar, are a foreign tongue to most laymen. And, as no agent can expect people to understand what they can't comprehend, the successful agent must learn to use only familiar words in dealing with the uninitiated. Even the terms most constantly used and most

familiar to insurance men may be misunderstood by laymen unless they are explained. For example, the word "premium" is ambiguous, but the word "deposit" is not. The word "dividend" is even more ambiguous and misleads the layman until he is told that it is in the main a return premium, or refund. If you tell a man that he can sell his policy for so much to the company, he will understand you better than if you talk about its surrender value. You may be understood if you talk about the insured and the beneficiary, but your statement will be clearer to most people if you refer to the person on whose life the insurance depends and the person to whom the money will be paid on the maturity of the policy.

The agent must know all about paid-up values, standards, reserves, valuations, gross and net premiums, deferred premiums, loadings, additions, reductions, admitted assets, contingent liabilities, and adverse selection; but this client doesn't know, and doesn't care to know, anything about such matters. All he wants to know is that insurance is safe and sound; what it will do for him; how much he needs, and what he must pay for it. He depends upon the agent to select for him the policy that will best meet his requirements, and expects him to save him all trouble and annoyance in obtaining it. Usually anything more than this will bore and bewilder him.—*William Alexander.*

## THE MOTOR UNION INSURANCE COMPANY LIMITED

(INCORPORATED IN ENGLAND)



### INSPECTORS WANTED

"Live" men who can give good service to assured, agent and company, and who want to join up with a progressive office, are invited to write, in confidence to

FREDERICK WILLIAMS,

*Manager for Canada.*

Chief Office } 59 Yonge Street { MAIN  
for Canada } TORONTO { 5369

Assets exceed \$13,000,000

Premium income exceeds \$8,500,000



**WANTED**

The Northern Assurance Company Limited is open to consider applications for a Senior position in its Montreal Office. Fire Underwriting experience essential. Apply room 306, Lewis Building, Montreal.

**WANTED**

Agency for Alberta and Saskatchewan of an Insurance Company (Tariff), writing Fire or other lines of insurance, by an old established General Agency who can get results. Address

General Agents,  
Care The Chronicle, Montreal.

**WANTED**

By a General Agency in Calgary, a Company to write Hail Insurance throughout Alberta; well established; guaranteed income. Address

Hail Agents,  
Care The Chronicle, Montreal.

**THE BANK OF TORONTO**

**ANNUAL MEETING**

The Annual General Meeting of shareholders of this bank will be held at the Banking House of the Institution, corner of King and Bay streets, Toronto, on Wednesday, the twelfth day of January next, the chair to be taken at noon.

THOS. F. HOW,  
*General Manager.*

The Bank of Toronto,  
Toronto, November 20th, 1920.

**Canadian Banking Practice  
On Sale  
By The Chronicle**

**THE MONTREAL CITY & DISTRICT  
SAVINGS BANK**

NOTICE is hereby given that a Dividend of Two Dollars and Fifty Cents per share has been declared on the Capital Stock, called and paid up, of this Bank, and will be payable at its Head Office, in this City, on and after Monday, January third next, to shareholders of record, Wednesday, December Fifteenth at three o'clock p.m.

By Order of the Board,  
A. P. LESPERANCE,  
*General Manager.*

November 29th, 1920.

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

**The Acadia Fire Insurance Company**

OF HALIFAX

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

**WHOSE ASSETS EXCEED \$98,000,000**

**MONTREAL AGENCIES, LIMITED**

**GENERAL AGENTS**

**MONTREAL TRUST BUILDING, MONTREAL**

**JAS. D. CHERRY, Manager**

### Improved Disability Provision

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

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

Monthly payments, lifelong, conditioned on permanence of disability.

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

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

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

For terms to producing Agents address

## The Mutual Life Insurance Company

OF NEW YORK

34 NASSAU STREET, NEW YORK

## GENERAL

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

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

PELEG HOWLAND, Esq.

Chairman Advisory Board

T. H. HALL

JUDSON G. LEE

Manager for Canada. General Agent Montreal.

THE

## London Assurance CORPORATION

OF ENGLAND

INCORPORATED BY ROYAL CHARTER A.D. 1720

CAPITAL PAID UP - \$ 3,741,375  
TOTAL ASSETS EXCEED 42,500,000

Head Office for Canada, MONTREAL

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

# Contract Bonds

### CONTRACTORS—BUILDERS.

Municipalities exact of Road Builders a deposit or bond as guarantee that the work will be executed as per contract, and completed within the specified time. Proprietors of buildings require the same guarantee of contractors. The Provident Assurance Company, in consideration of a slight premium guarantees that the work undertaken shall be properly executed and finished inside of the time limit, thus protecting the owner against any loss and enabling the Contractor to use to better advantage the money which he would otherwise have to deposit as a guarantee.

## The Provident Assurance Company

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

# ATLAS

## ASSURANCE COMPANY LIMITED

Founded in the Reign of George III

Subscribed Capital . . . . . \$11,000,000  
Capital Paid Up . . . . . 1,320,000  
Additional Funds . . . . . 25,196,205

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

Head Office for Canada:

260 St. James Street, MONTREAL

R. R. MARTIN . . . . . Manager

Established 1884

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

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

Agents Wanted in Unrepresented Districts

Managers for Canada:

Montreal Agencies Limited, Montreal



Assets:

\$33,687,274.25

Surplus:

\$10,846,031.00

Canadian Head Office:

MONTREAL

J. W. BINNIE, Manager

## L'UNION

### FIRE INSURANCE COMPANY, Limited

Established 1828 Head Office: PARIS, France.  
Capital fully subscribed . . . \$2,000,000.00

50 per cent. paid-up.  
Fire and General Reserve Funds 8,270,000.00  
Available Balance from Profit and Loss Account. . . 55,891.00  
Net Premiums in 1919. . . 8,648,669.00  
Total Losses paid to 31 Dec., 1919. . . . . 104,500,000.00

Canadian Branch:

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