

AGENTS DIRECTORY

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THE LIFE INSURANCE BILL, printed in our last issue, amendatory of the Dominion Insurance Act, has, with some slight changes, passed to a second reading in the House at Ottawa, and been referred to the committee on Banking and Commerce. One of the changes introduced excepts from the license requirement the chief manager, directors, actuary, secretary, or other chief officer of a company for the Dominion. The other principal change distinctly exempts the fraternal societies from the operations of the law, though the bill as originally drawn was not intended to include them. The bill in its present form is well calculated to meet a want which should have been met long ago, and we sincerely trust that it will pass in its present form. We hope that there is no foundation for the rumor that a disposition exists in certain quarters to modify the penal provisions attached. As we pointed out not long since, the penalty as it stands is less severe than in most of the States which have enacted anti-rebate laws, and the intent of the bill will be defeated just in proportion as the penalties are weakened. Let well enough alone, gentlemen, and pass the bill without further tinkering.

THE EXISTENCE OF an intense desire to do or say something desperate while lacking the requisite courage finds a striking example in the article entitled "To Whom it may Concern—Greeting," in last week's *Journal of Commerce*. The article abounds in insinuation and invective against "the manager of a company"—what kind of a company is not indicated—and the proprietor of a journal"—what journal is not stated. These shadowy individuals are held up as scheming to rob the shareholders of an anonymous company. The vagueness of the charges adds to their meanness, for the allusions may be applied to more than

one manager and to more than one transaction. Let the journal named for once be manly and above board and say plainly what it means. This will be a mere act of justice to the several managers to whom the insinuations could be applied in the public mind. If any one has done wrong let him be pointed out definitely, and thus free from suspicion those who are innocent. If this is not done our readers can draw their own conclusions, for an ambiguous hazy charge made by a man who has not sufficient courage to come out boldly with anything he has to say is unworthy of notice. For ourselves we can only say that we are well acquainted with the facts connected with the recent amalgamations in the insurance business here, and if it be one of these which is referred to, then we have no hesitation in pronouncing the whole accusation an infamous slander against the managers in question, and so utterly untrue that it can only be said to be manufactured out of the whole cloth.

ABOUT HALF THE advertising done by business men is as useless as a rudder on a church building or a milliner's shop in a graveyard. The utility of an advertisement depends entirely on who are to read it. The number of copies of the advertising medium distributed may or may not have some relation to the value of the advertisement. A paper filled with current news gossip and third rate stories, read by an admiring circle of women and children, masculine old maids, and servant girls by the hundred thousand, is valueless to the man who wants to advertise milling machinery or steam engines. Insurance managers, like other mortals, are slow to comprehend this very elementary truth; but they are making some progress. Observation has shown the bright ones that advertising hay scales in a medical journal or slate roofing in a paper devoted to the shoe and leather trade is about on the same plane of absurdity as furnishing diving bells to a girls' boarding school. Insurance is a commodity for sale, and its sale is effected through agents, who largely make up the readers of the insurance journal. To place the merits of a company before the keen eyes of a thousand agents is worth more than to invite the attention of a hundred thousand promiscuous readers, by the most ornate display, in a mixed medley of auction sales, duplex corsets, vegetable pills, great

bargains in hats, lost pugs and tonic bitters. Moral : If you want to sell mowing machines, advertise in a farmers' journal.

THE REPORT OF the Insurance Superintendent of the State of New York on the fire insurance business of 1891 presents a table of twenty-five of the leading companies, home and foreign, showing the amount of risks written respectively in 1878 and 1891 for one, two, three, four and five-year terms. Omitting the two and four-year terms, which are comparatively unimportant, we present the totals of the twenty-five companies for one, three and five-year risks as follows, together with the rate charged :—

| | Risks, 1 year. | Rate. | Risks, 3 years. | Rate. | Risks, 5 years. | Rate. |
|------|-----------------|-------|-----------------|-------|-----------------|-------|
| 1878 | \$1,913,920,260 | .97 | \$810,832,950 | 1.02 | \$433,827,155 | 1.38 |
| 1891 | 3,704,705,650 | 1.06 | 3,077,719,157 | 1.18 | 1,808,442,483 | 1.23 |

The totals of all risks written were, for 1878, \$3,268,410,841, and for 1891 \$8,772,315,416. The three-year business in 1878 was 25 per cent. of the whole, while in 1891 it was 34 per cent.—an increase of 9 per cent. The five-year business shows an increase of 8 per cent., being 21 per cent. of the whole in 1891, against 13 per cent. in 1878. The one-year business in 1878 was 58 per cent. of the whole, and in 1891 it was 42 per cent.—a decrease of 16 per cent. It will be seen that while some increase in the rate for one and three-year business is shown since 1878, a considerable decrease appears in the five-year business.

NO INTELLIGENT MAN who keeps abreast of the time doubts that electricity is to play an increasingly important part in the workshop, in transportation, in the home, and to be extended to numerous uses to which as yet it is practically unknown. The multiplication of wires is bound to go on, and their presence already impresses underwriters with the fact that a condition, not a theory, confronts them. Under certain circumstances these wires are unquestionably a distinct hazard not to be ignored ; under other circumstances they are perfectly harmless. Experience has shown that all wires may be so installed, so insulated and so inspected as to place them in the second category. A great deal has within the past two years been accomplished by investigation and experiment in the matter of doing away with the hazard, but much remains to be done. Whether there are good grounds for the growing belief that a good many more fires are caused by electric wires than appears on the surface is a question of importance, and no pains should be spared to get at the truth of the matter. Safety from this peril is attainable. It is only a question of properly applied conditions and competent watchfulness. Let the underwriters firmly insist upon the conditions and supply the watchfulness.

THE TOTAL ASSURANCE in force reported in 1890 by the regular life companies of France was \$627,800,000, and of this amount all but \$23,600,000 was on the ordinary or continued life plan. This shows a percentage of other than ordinary life to total assurance of 3.76 per cent. The percentage of other than ordinary and limited payment life among the British companies

was 11.56 per cent. of the whole assurance in force. As the greater part of this other assurance in both countries is on the endowment plan in some form, the difference is worthy of note. Evidently the investment feature of life assurance has not been much studied in France, and where it has been studied the results achieved by the French companies on the investment side have not been at all alluring. So the average Frenchman insures his life purely for protection, and pins his faith on rentes and other offered securities as a matter of investment, while over the channel the Britisher, to a threefold extent, demonstrates his faith in the endowment policy as a profitable combination of protection and investment. In the United States endowment assurance is still more common, the percentage of regular endowment to assurance in force being now over 23 per cent., and of all assurance other than ordinary life over 28 per cent. The proportion seems likely to still further increase.

A PAPER WAS read at a recent meeting] of the Institute of Actuaries, London, by Mr. H. W. Manly, the actuary of the Mutual Life Assurance Society, dealing with the extra risk belonging to a consumptive family history when the life assured is physically sound. He presents the experience of his company on the subject in elaborate statistics dealing with 945 lives, the average duration of policies considered being thirteen and one-third years. Mr. Manly furnishes twelve tables, classifying the relationship of the assured to members of his family who had died of consumption, as where father only, or mother only, or both father and mother, or one brother, or one sister, or more than one of either, had died. Without attempting to refer to these detailed classifications, we may state that the total result given is, that the actual deaths recorded among the 945 entrants, male and female, were 255 as compared with 231 the expected deaths by the Hm. table, which, it will be seen, is not a very material excess. One of Mr. Manly's conclusions is : " That so far as these observations have any weight, cases of consumption in the family, other than in a parent, may be disregarded where the applicant is perfectly sound." The results of Mr. Manly's observations are deduced from material too scanty to be conclusive, but they are interesting and suggestive of what may be demonstrated hereafter.

AS OUR READERS, many of them, are painfully aware, one of the legacies left to this Province by the Mercier Government is the iniquitous commercial corporation tax of 1888, which not only exacts from all banks and manufacturing and general corporations a large tribute at the rate of \$1,000 on a million dollars of capital, and from \$250 to \$500 for each additional million, besides \$100 office tax in Montreal and Quebec, but which compels all insurance companies to pay \$500 each as a general tax, and \$200 for the two cities of Montreal and Quebec, besides \$5 for each and every agency in the Province. These levies, it is to be remembered, are entirely in addition to fees paid the Dominion Government, premium tax and the like levied by municipal corporations, and other exactions. We

are glad to see that a movement has been inaugurated looking to the repeal of this abominable commercial corporation tax by the present legislature, and we trust that the movement will receive the attention it deserves. The present Government professedly represents equity and honesty; and when fully advised of the nature and workings of the obnoxious law can hardly hesitate, it would seem, to repeal or modify it. The boards of trade and other commercial and financial organizations should make common cause with the insurance interests, and insist on relief from this unjust and burdensome exaction. The law has already driven from the Province several insurance companies, and kept out manufacturing and commercial enterprises which we can ill afford to lose. Killing the goose that lays the golden egg is not statesmanship.

SHARING THE CLASSIFICATION OF RISKS.

Every fire underwriter knows perfectly well that if the actual experience of all the leading companies for a series of years, with reference to certain classes of risks, were collected and tabulated, it would be comparatively easy to fix for each clearly defined class the proper premium rate. No combined experience belonging to the work of several companies has, however, ever been accessible. The average student of insurance history encounters this fact, and is puzzled to account for it. In life insurance the various companies have from the first maintained the most cordial reciprocal relations with each other, and freely exchanged the carefully wrought out results of their experience, by means of which combined experience the business has been perfected as one of acknowledged mathematical and scientific accuracy. Why should not fire insurance, which now is largely the "science of guessing," seek to perfect its knowledge of the business by acquaintance with actual results, not of one company or of one year or of a particular field, but of all companies for many years in the entire field? That the same accuracy can be obtained as to risks and corresponding rates in fire as in life insurance is not, for obvious reasons, possible; but that a knowledge of the classified experience of fifty or a hundred companies for twenty-five years, or even ten years, would furnish every competent fire manager with the means of fixing substantially a safe rate on a given class of risks is too obvious to require argument. And, yet, the companies jealously guard their individual experiences, not only from the world, which may be wise, but from each other, and go on guessing as best they can. Just how a particular company could be harmed by being one of fifty contributing to a common fund of knowledge their classified experiences, since each receives a good deal more than it gives, does not appear. An exchange of experiences, properly guarded for the common good, would only be in the nature of a trade in which each gets forty-nine experience shares for his one share. That some of the leading underwriters are of late viewing this subject in its true light is apparent, and is a hopeful sign. As evidence of this, we notice that Mr. Livingston Mims, the veteran

Southern underwriter, and president of the South-Eastern Tariff Association, in his opening address at the recent annual meeting of the Association at Washington, squarely advocated a sharing of experiences as follows:—

Right here the question arises: "What are the unprofitable classes?" In the absence of such data as would have enabled us to determine this question with exactness, let me say I am sure that discussion and thorough interchange of views of the members of this association, as well from their observation and experience as a knowledge of their official records, will enable them to arrive at safe conclusions in the matter. In this connection I venture to urge on you the establishment of a bureau of classification within this association. If all companies would make their returns to it, showing classification of their business as to premiums and losses, and on blanks as might be provided with agreed classes, we would have a combined result of great value to all. Far more so than the single classification of any single company. There is scarcely any company that would not contribute its separate experience for the joint one now proposed. True it is, some companies hold sacredly private their classifications; others hold them of little value. Some declare them misleading; so it may be in single instances, but all will acknowledge that combined experience would be of incalculable value. With such aid we could then intelligently advance or reduce rates on different classes of risks, as our combined experience would justify. Any changes that might occur in profit or disprofit of the different classes of property from year to year could thus be readily seen, and changes made from time to time in accordance therewith. I urge the practicability and great usefulness of such a bureau. The returns of each company could be held private, and only the general result announced.

Such a proposition from so influential a source shows at least that the utilization of combined experiences is being seriously thought of and distinctly favored by men of ability and influence. We are not surprised, however, that the Association failed to take definite action on the recommendation of its president. Important reforms move slowly, and the wheels of progress in fire insurance, as in everything else, are clogged by prejudice and tradition, less of which, however, we believe is found among fire underwriters than elsewhere, and we look for the carrying out in substance, at no distant day, of the recommendations of Mr. Mims.

A FATAL FLAW IN THE ASSESSMENT SYSTEM.

One of the fundamental defects of the assessment system of life assurance, as we have frequently demonstrated, lies in the inevitably increasing mortality belonging to the increasing age of the membership, an increase which the constant accession of new members cannot counteract save to a limited extent. While a liberal accession of new lives can be kept up, the mortality increase may be borne and the assessments kept within endurable bounds; but failing in this, the growing mortality of a standstill membership, if standing still were possible, soon calls for assessment burdens, which are thrown off by the retirement of the most healthy lives, thus abnormally increasing the death rate by selection against the association.

Against this selection the assessment system is necessarily powerless. The level premium company, with an accumulated reserve standing to the credit of each

policyholder, has a remedy, and prevents selection against it by retaining for the benefit of remaining policyholders a portion of his reserve when a healthy member elects to withdraw by surrender of his policy. Thus the equilibrium is maintained, and the general reserve adequate for the carrying of all policies to maturity, without disturbing the uniform premium charge, is maintained intact. Having no reserve, and its policies having absolutely no surrender value, the assessment association can hold out no inducement whatever for its best members to remain, whenever for any cause they think it for their interest to drop out. At the best, they look upon their assurance as only temporary protection for this month or this year; and when the cost of that protection begins to rapidly increase, or the prospective stability of the association to diminish, they drop out as easily as they dropped in. The members conscious of impaired vitality remain, the mortality grows with that it feeds upon, the cost soon comes to exceed that of the regular level premium company, then mounts rapidly upward, and disintegration is the result. These are simple facts repeatedly registered in the book of insurance experience during the past twenty years, as shown by the dead and dying associations too numerous to mention.

An appeal to the record also shows that among the best and largest of the assessment associations the proportion of lapses is more than double that of the level premium companies. Not only is this true, but while among the latter the great majority of lapses are during the first and second years of the policies, and entail but little actual loss to the company, a much larger proportion of the assessment lapses is among members of several years' standing, and of very great importance to the maintenance of confidence and of the standard of vitality. We have selected from the large number of assessment associations found in the New York insurance report for 1890 twelve of the largest and best known, and, together, confessedly constituting the cream of the assessment business, and herewith append the record of lapses as given in the report:—

| Organ- ized. | NAME OF ASSOCIATION. | Ins. in force | Lapsed in | Lapse Ratio. |
|-----------------|--|---------------|--------------|-----------------|
| | | Jan. 1, 1890. | 1890. | |
| 1881 | Bay State Beneficiary Asso. (Mass.).... | \$36,201,000 | \$ 3,544,200 | 9.79 |
| 1887 | Covenant Mut. Benefit Asso. (Ill.)..... | 88,712,500 | 11,322,125 | 12.76 |
| 1879 | Fidelity Mut. Life Asso. (Pa.)..... | 23,796,400 | 3,895,743 | 16.37 |
| 1882 | Home Benefit Association (N. Y.)..... | 11,510,416 | 3,995,750 | 34.71 |
| 1884 | Knights Templars & Masons (Ill.)..... | 22,834,700 | 2,214,500 | 9.69 |
| 1878 | Knights Templars & Masonic Aid (Ohio). | 18,279,000 | 2,582,000 | 14.12 |
| 1879 | Massachusetts Benefit Association..... | 69,441,750 | 8,246,000 | 11.87 |
| 1883 | Mutual Benefit Life Asso. (N. Y.)..... | 12,868,350 | 2,513,750 | 19.53 |
| 1881 | Mutual Reserve Fund Life (N. Y.)..... | 181,358,200 | 19,915,700 | 10.98 |
| 1874 | Northwestern Masonic Aid Asso. (Ill.).. | 145,554,500 | 17,324,500 | 11.90 |
| 1886 | United States Masonic Ben. Asso. (Iowa). | 20,207,500 | 5,847,500 | 28.93 |
| 1880 | Western Union Mut. Life (Mich.)..... | 28,632,500 | 7,682,500 | 26.83 |
| | Totals..... | \$659,396,866 | \$89,084,268 | 13.50 |

The percentage of lapsed policies experienced in 1890 by the level premium companies of the United States and Canada, combined, was 5.55, against 13.50 per cent. of the above co-operatives. Including with lapses *changed* policies, and the percentage of the regular companies is only about 6 per cent. Besides demonstrating the great preponderance of lapses as shown in the above average of the twelve co-operatives, another important fact is shown, viz., the accelerated tendency to lapse when lack of confidence on the part of the public begins. Thus, the Home Benefit of New York, the Western Union (since retired) and the

Mutual Benefit Association, all of which were sharply criticized and had internal troubles during 1890, show lapses nearly treble the percentage of the three or four which are regarded as the best in the list and which made large gains. Taking the above associations, and the experience of the American life companies reporting to the New York department, combined with the Canadian and British companies in Canada, and we have the following comparison:—

| | Ins. in force Jan. 1, 1890. | Lapsed in 1890. | Per- centage. |
|-----------------------------|--------------------------------|--------------------|------------------|
| Assessment associations.... | \$ 659,396,866 | \$ 89,084,268 | 13.50 |
| Level premium companies.. | 3,300,267,802 | 183,444,859 | 5.55 |

Thus it appears that the lapses of the co-operatives, taking the best specimens in the entire business, were two and a-half times greater than those of the level premium companies of all grades. These facts are significant, and bear directly upon the inability of the assessment system to prevent a seriously adverse selection which must inevitably increase the mortality rate abnormally, the increase being in proportion to the degree of distrust among the members. When that becomes general the stampede takes place, and dissolution is inevitable.

MANCHESTER FIRE ASSURANCE COMPANY.

The condensed annual statement of the Manchester Fire for 1891, which we present to our readers on another page, demonstrates the possibility of achieving gratifying results even in an "off year" when a company is in the hands of a first class manager. Such certainly Mr. Moffat has shown himself to be. The results produced since that gentleman took the helm have been increasingly satisfactory. Good as was the record of 1890, that of 1891 has been better, and is certainly good enough to satisfy both policyholders and shareholders. The latter find themselves in receipt of 12½ per cent. in dividends, legitimately earned, which is 2½ per cent. more than was received in 1890. The net premium income has for the past three years been as follows: 1889, \$816,840; 1890, \$1,001,020; 1891, \$1,770,309. This shows that the business has more than doubled in two years. Not only has the premium income thus increased, but the losses have relatively diminished. In 1889 the loss ratio was over 69 per cent., in 1890 about 55 per cent., and in 1891 a little over 50 per cent. of the premiums. The total income in 1891 was \$1,835,355, and the total expenditure (excepting dividends) \$1,453,805, showing a balance of income over expenditure of \$381,550. From this balance, dividends amounting to \$93,750 were paid, leaving to be added to the reserve fund \$287,800, and bringing that fund up to the very gratifying total of \$1,375,060. At the close of 1889 the reserve fund amounted to \$441,900. The paid-up capital is now \$750,000, which added to the reserve fund makes a total of \$2,125,060 representing the invested resources of the Manchester. The total assets aggregate \$2,399,075. Besides these assets there stands behind the company the uncalled capital amounting to \$6,750,000, affording altogether a guarantee of resources such as must inspire unlimited confidence in the minds of the insuring public. The company both in the United States and

Canada has established an extended and profitable business, which, under the capable managers selected, is pretty sure to maintain its present satisfactory character. In Canada, 1891 was the first full year of the company's operations, begun the previous year under the management of Mr. James H. Boomer, and, as we predicted, that gentleman has proved himself to be an underwriter worthy of such a first class company as the Manchester is acknowledged to be. His business has been well selected, has constantly increased, and may confidently be expected to go on increasing.

COMMISSIONER MERRILL ON THE IRON HALL.

A few days ago Insurance Commissioner Merrill of Massachusetts, in response to a special invitation from Insurance Superintendent Pierce of New York, appeared before the joint committee on insurance of the Senate and Assembly of New York, and addressed that body upon the character and aims of the assessment endowment orders. After detailing numerous examples illustrating their fraudulent character and rapid failure in Massachusetts, Mr. Merrill proceeded to speak of the Iron Hall, the seven-year order, after which the whole brood are patterned :—

Let me refer again to the Iron Hall, of which it is boastfully stated that now in the third year of its paying period it actually is fulfilling its promises. That is of easy solution. The Iron Hall was the father of these schemes, and in the three opening years of its history acquired a membership averaging about 1,200 in each year. When the paying period came, the gambling mania, so common to humanity, had swollen its membership to 40,000. Now, it is an easy matter for 40,000 members at a small cost to pay the maturing certificates of the remnant of the 1,200 in either one of these three years. But when the Iron Hall came to Massachusetts, knocking for admission, it presented to the Legislature an elaborate scheme, printed in pamphlet, in which it worked out its prophetic problem in detail until 1896. It was upon the figures thus presented that the Iron Hall claimed an ability to carry its promises to completion through that period. I have here those computations and prophecies of this organization. Let us see how near the result has come to the promise and the prediction. I found this morning in the Insurance Department, just filed, the report of the transactions of the Iron Hall for the year 1891. And I desire to present for your consideration some of the figures contained therein in comparison with its promises of four years ago, because if these predictions of the Iron Hall cannot be made true and have not become true, then the entire foundation has gone out from under the assessment-endowment business.

In this pamphlet the Iron Hall promises to make in the year 1891 but eleven assessments. Its sworn report shows that it actually did make seventeen. It promised its certificate holders that in no year should over one-seventh of the reserve fund be drawn from the subordinate branches to assist in redeeming certificates. But at the last session of the supreme sitting it changed the rule, so that two-sevenths might be drawn, and it actually did draw and had for use in the year 1890 two-sevenths instead of one-seventh—just double the withdrawal from the reserve it had promised, and this in addition to an increase of nearly fifty per cent. in the number of assessments. Its computation gave it 73,693 members at the beginning of the year 1891; it actually had 53,906. Its prophecy claimed an increase of 31,583 during 1891; its actual increase was a trifle less than

one-half that number—15,542. Its calculations gave 10,527 lapses during the year 1891, reducing its liability, of course, to the amount written in that many certificates. Its actual lapse was but 4,244. Its predictions were upon paying 650 maturing certificates during the year, and singularly, indeed, for a corporation that claims to have this extraordinary mathematical system, it did pay nearly fifty per cent. more than its estimate—909 certificate-holders.

These discrepancies are important, because the Iron Hall is the one institution to which these newer organizations point as having had a successful career. I have shown how easy success in this line may be gained for a short period, precisely as it was won by Mrs. Howe with her famous bank. But when the Iron Hall presents an elaborate computation to show the basis upon which it can carry out its promises for the future, and when, as is shown from the actual sworn returns, its computations are not within fifty per cent. of the result attained, no one can fail to see how utterly the folly of that sort of mathematics is exposed.

COMMISSIONS AND SALARIES TO PREMIUMS.

The following table, covering a period of twenty years, printed in the late New York Insurance Report, giving the percentage of commissions and salaries to premiums for each year, will be of interest. The figures are the totals of New York State joint-stock fire insurance companies combined with those of other States reporting to the New York department. We have supplied the footings.

| Year. | Premiums received, | Commissions and salaries, | Per cent. |
|--------------|--------------------|---------------------------|-----------|
| 1872 | \$47,380,548 | \$10,291,670 | 22 |
| 1873 | 56,405,495 | 12,295,453 | 22 |
| 1874 | 56,489,701 | 12,600,157 | 22 |
| 1875 | 52,782,972 | 12,127,556 | 23 |
| 1876 | 48,123,988 | 11,686,116 | 24 |
| 1877 | 43,778,361 | 10,968,089 | 25 |
| 1878 | 39,420,817 | 10,137,188 | 26 |
| 1879 | 39,490,271 | 10,017,964 | 25 |
| 1880 | 43,745,016 | 10,865,481 | 25 |
| 1881 | 47,356,527 | 11,700,814 | 25 |
| 1882 | 48,829,994 | 12,062,564 | 25 |
| 1883 | 55,897,664 | 13,791,565 | 25 |
| 1884 | 57,951,674 | 14,074,397 | 25 |
| 1885 | 60,793,738 | 15,661,565 | 26 |
| 1886 | 65,097,711 | 16,541,990 | 25 |
| 1887 | 65,331,777 | 17,092,416 | 26 |
| 1888 | 67,463,658 | 17,781,603 | 26 |
| 1889 | 69,866,412 | 18,743,503 | 27 |
| 1890 | 73,863,906 | 19,670,495 | 27 |
| 1891 | 74,690,275 | 20,038,814 | 27 |
| Totals | \$1,114,760,505 | \$278,749,400 | 25 |

THE GERMANIA LIFE INSURANCE CO.

It would be difficult to find a life company which throughout its entire history has more evenly maintained a judicious medium between an unduly venturesome policy in the pursuit of business on the one hand and a conservative timidity on the other than the Germania Life of New York. It has shown itself to have been a progressive company in the best sense, for with a creditable increase in volume of business, it has steadily maintained an increase in real strength. The annual statement for 1891, printed on another page, fully justifies the company's past good record, and reflects credit on President Wesendonck and his able associate Vice-President Cornelius Doremus. The insurance written reached the sum of \$10,600,794, exclusive of a considerable industrial business not here considered, and it closed the year with \$61,799,110 of in-

insurance in force. The total assets, including only items admitted by the State insurance department, were \$16,673,743, showing a gain of nearly a million dollars, to be exact, \$937,032. The surplus to policyholders was increased by \$63,706, bringing the total up to \$1,139,299. The Germania has been in the field since 1860, and for some time past has extended its business to Germany, where profitable results have been attained. For a little more than four years it has transacted business in Canada, and by its careful methods and equitable dealing has won a large place in the public confidence, as shown by the steadily increasing business secured. The company in the Dominion is under the management of Messrs. Jeffers and Rönne, with headquarters at Toronto, and it has been fortunate in the selection of its representatives, who are regarded generally as not only enterprising managers but courteous gentlemen.

THE LANCASHIRE AND THE ARMSTRONG DEAL.

The report of the directors of the Lancashire of Manchester on the business of 1891 states the total fire premiums to have been £905,238, an increase of £225,536, and the losses £524,519. The fire insurance and reserve funds now stand at £480,000, and the total assets are £1,771,006. With regard to the Armstrong reinsurance deal the directors say:—

After providing for all claims, reported losses, expenses and reinsurances, there was a surplus of £107,873 10s. 10d., which has been carried to the profit and loss account. The directors have secured a large and hitherto profitable business in America, on terms which they believe will be remunerative to the company. It has been resolved to provide for the good-will of this business by four annual instalments of £11,429 each, and the first of these is charged to profit and loss account for the past year. All the expenses in connection with the business so secured have been paid and charged in the present accounts, and in addition thereto, £80,000 has been set aside as a special reserve fund.

In response to the question by Mr. McCulloch: "Why do the Armstrong people sell?" the general manager, Mr. George Stewart, in the course of his remarks at the annual meeting, said:—

Before we purchased these businesses we went through the Government reports on the companies. These show that the losses have averaged 60 per cent., that the expenses have averaged 18 per cent., and that the profit made during the year 1890, which was by no means a good year in certain districts, exceeded 15 per cent. There is no American company carried on on the old principle which can show such results as these, and we are going to continue the business on the same lines. We have an office in New York of which the principal officials are men who have been working the business for the last nine years, and are conversant with it. I only wish we could introduce the Armstrong system into England. Now, I have been asked, "why did Armstrong sell?" I put that question, and I put it in writing, and I got a written reply. I am not sure that I ought to give that answer; it was confidential. It was satisfactory to the Board, and if I say it had nothing whatever to do with the losses and profits of the Armstrong business, I think I have said all that is necessary. There are confidences that ought not to be divulged. I have been asked also what provision for outstanding risks has been made? That is a proper question, and I will answer it. When I was consider-

ing this matter I decided that we ought to separate the liability into four items—first, the expenses; second, known liabilities; third, unknown liabilities; and fourth, the liability consequent on the duplication of risks, owing to the acquisition of the Armstrong business. When we came to the facts we found it impossible to divide the liability into these four items; we had to fall back upon the divisions of known and unknown liability. The known liability we estimate at a little under £60,000, and that £60,000 is charged in the 1891 account. Had we not so charged it the surplus balance would have been £167,000. Secondly, in addition to that known liability so charged in the account, we have a profit of £80,000, which makes £140,000 of provision for this liability. But that is not all. We have not included the whole premium income in 1891. We do not know how the Armstrong account will turn out, and under these circumstances we kept out all we could keep out; but I think I can say this, that when these accounts are received there will be a very large sum to add to the £140,000 which we have provided for this liability.

VALUES OF BRITISH INSURANCE SHARES.

| COMPANY. | Capital paid up. | Amt sub- scribed per share. | Amt paid up per share. | 1891. | | 1892. |
|----------------------|------------------|-----------------------------------|------------------------------|----------|---------|---------------------|
| | | | | Highest. | Lowest. | Mar. 14 Highest. |
| Alliance | 550,000 | £ 20 | £ 2½ | £ 11½ | £ 10¼ | £ 10¾ |
| Atlas | 144,000 | 50 | 6 | 25½ | 22¾ | 25 |
| British & For. Mar. | 200,000 | 20 | 4 | 23½ | 19¾ | 20¾ |
| Caledonian | 90,000 | 25 | 5 | 35¾ | 30¼ | 30 |
| City of London Fire | 100,000 | 9½ | ½ | ¾ | ¾ | ¾ |
| Commercial Union. | 250,000 | 50 | 5 | 35 | 31 | 31¼ |
| Employers' Liability | 150,000 | 10 | 2 | 4¾ | 3½ | 4½ |
| Guard'n Fire & Life | 1,000,000 | 100 | 50 | 103 | 92 | 104 |
| Imperial Fire | 300,000 | 20 | 5† | 194† | 170† | 35 |
| Lancashire | 272,986 | 20 | 2 | 9½ | 6¾ | 6½ |
| Liv. & Lon. & Globe | 245,640 | st'ck | 2 | 52¾ | 46¾ | 44½ |
| London Assurance.. | 448,275 | 25 | 12½ | 56 | 52 | 57 |
| Lon. & Lanc. Fire. | 185,200 | 25 | 2½ | 22½ | 19½ | 20¾ |
| Lon. & Lanc. Life.. | 20,000 | 10 | 2 | 4¼ | 4 | 4¼ |
| Manchester Fire... | 150,000 | 20 | 2 | 11¼ | 7¾ | 10¾ |
| North Brit. & Merc. | 687,500 | 25 | 6¼ | 59¾ | 49½ | 51 |
| Northern Assurance. | 300,000 | 100 | 10 | 77¾ | 71 | 72 |
| Norwich Union | 132,000 | 100 | 12 | 97¾ | 96 | 100 |
| Phoenix Fire* | | | | 291½ | 254 | 273 |
| Queen, Liverpool... | 180,035 | 10 | 1 | 8¾ | 7¾ | 8 |
| Royal | 289,545 | 20 | 3 | 62¼ | 54½ | 52½ |
| Scot. Un. & Nat. (A) | 238,655 | 20 | 1 | 4¾ | 4¾ | 4 |
| Standard Life | 120,000 | 50 | 12 | 55¾ | 54¾ | 54 |
| State Fire | 37,500 | 10 | ¾ | 2¾ | 2½ | 2½ |
| Sun Fire | 125,000 | 10 | ½ | 48¾ | 457a | 100b |
| Sun Life | 360,000 | 10 | 7½ | 16¾ | 15½ | 16½ |
| Union Assurance... | 180,000 | 100 | 40 | 256 | 250 | 270 |

*Practically a partnership. Shares have no face value.

†Original £25 shares divided into five of £5 each. ‡Old shares £25 each.

a Price of old shares. b Price of new shares.

THE SUN LIFE ASSURANCE COMPANY.

An examination of the annual report of the directors of the Sun Life for 1891, which we print on another page, will, we think, fully justify the expectations of its warmest friends, for it is an exhibit of gains all along the line where gains count for augmented strength. So far as volume of business is concerned, the very creditable record given in the directors' report of the previous year was improved to the extent of 375 more policies written, assuring \$1,296,904, and making a total for 1891 of new assurance written amounting to \$5,343,883. The new assurance issued and taken amounted to \$4,012,517. The assurance in force at the close of the year was \$19,425,412, represented by 12,611 policies, and showing an increase for the year of 1,345 policies assuring \$2,666,056. It will also be

noticed that the accident branch of the company's business shows a very decided increase. The financial condition of the company must be regarded as very satisfactory, for with the liberal increase in the total assets, comparing this report with the directors' report one year ago, we also find a corresponding increase in the surplus to policyholders, which now amounts to \$347,619. Deducting paid-up capital, and the net surplus is \$285,119. The security to policyholders is still further increased by the uncalled capital of \$437,500. The total assets have been increased by \$412,057 and now aggregate \$2,885,571, exclusive of the uncalled capital. The following comparisons for the periods named will best show the company's progress:—

| Year. | Total Income. | Total Assets. | Life insurance in force. |
|-------|---------------|---------------|--------------------------|
| 1876 | \$102,822.14 | \$265,944.64 | \$2,214,093 |
| 1880 | 141,402.81 | 473,632.93 | 3,881,479 |
| 1884 | 278,379.65 | 837,397.24 | 6,844,404 |
| 1888 | 525,273.58 | 1,436,816.21 | 11,931,316 |
| 1889 | 563,140.53 | 1,795,822.72 | 13,337,983 |
| 1890 | 889,078.87 | 2,473,514.19 | 16,759,356 |
| 1891 | 920,174.57 | 2,885,571.44 | 19,425,412 |

The income for 1890 was abnormally increased by the premiums belonging to the Citizens' reinsured business then turned over; therefore deducting premiums on this business for both 1890 and 1891, we have as the respective incomes \$701,073 and \$341,560, in comparison with the Sun's business of former years. It gives us pleasure to record, as we believe it will all citizens of the Dominion to note, the steady and solid progress of this purely Canadian institution, for it is a credit to Canadian enterprise, and bespeaks on the part of its president, Mr. Robertson Macaulay, a rare genius to plan and execute successfully under difficulties what many have executed less successfully under favorable circumstances. In Mr. T. B. Macaulay, the actuary and secretary, the president and directors have had an associate of invaluable mental and executive force. Men who grow with their opportunities are always valuable, and such a man the gentleman named is everywhere acknowledged to be. We hope and expect to record in the history of the company for 1892 still another stage of substantial progress.

A. DEFERRED ANNUITY PLAN WANTED.

Editor INSURANCE AND FINANCE CHRONICLE:—

In view of the multiplicity of plans and policies now presented to the public by the various life insurance companies doing business in the United States and Canada, it might seem as though every possible desire on the part of the insurer for either protection or investment had been met, and that so bewildering is the profusion of systems already in vogue no fresh suggestion of any particular worth could be made. Nevertheless there would appear to be yet one more method of insurance required in order to provide for all contingencies.

It is the experience of every active agent that he meets with men who refuse to give him business either because they have no one besides themselves to protect, or because they will not endure the ordeal of a medical examination; or again, there are others who are denied the advantage of life insurance because they cannot pass the examination. Now, there surely ought to be some form of insurance specially designed to meet these cases. So far as we are aware, no American or Canadian company has done anything in this direction; but a plan has recently appeared in England which seems to precisely fit the case, and to possess features well worthy of the attention of our companies.

As the strain of business grows steadily greater with the approach of the end of the century, the desire of men to make some permanent provision for their old age is becoming more general, comparatively few can accomplish this by the amassing of wealth, and therefore there cannot fail to be something

highly attractive about a plan whereby the payment of a small amount annually during the years of activity well ensure the receipt of a sufficient annuity during the years of inability. No man of spirit can contemplate with composure the prospect of being a burden even to his own kin in his old age. Hence if he cannot hope to accumulate a fortune he can hardly fail to be attracted by the assurance of a competency.

The English plan referred to is so simple that there ought to be no difficulty about introducing it here. No medical examination is required from the applicant, and the policies are free from restrictions as to foreign residence and travel. In the event of death before the attainment of the age at which the annuity becomes payable the whole of the premiums paid in are returned with simple interest at the rate of two and one-half per cent. In the event of inability to pay premiums for the whole of the period agreed upon, the policy is not forfeited, but an annuity proportioned to the premium paid is granted, *i. e.*, if three-fifths have been paid three-fifths of the annuity will be allowed. It is further stipulated that in case of surrender at any time before the attainment of the "annuity age," the surrender value shall be equal to the whole of the premiums paid after the first year, together with simple interest at 2½ per cent.; and finally, at any time within six months after the attainment of the annuity age the insured may elect to receive a cash payment in lieu of the pension, and a liberal commutation value will be allowed.

For the classes of men previously indicated, and particularly those who cannot obtain ordinary life insurance, this annuity system has many attractions, and we believe that it might with advantage be adopted by some of our own companies, with such modifications as might be necessary in order to meet the inevitable differences between the ways of working and thinking in the Old World and in the New.

March, 1892.

O.

Financial and Statistical.

THE FEBRUARY BANK STATEMENT.

The bank statement for February follows closely in the lines of former ones which go to show continued prosperity. The variations are not many, but those which do exist carry good prospects along with them. We find a continued increase in capital and reserve funds, while bank notes have kept well in the current of trade and commerce. Deposits of the people are largely augmented, and liabilities generally show an increase under such headings as tends to make the hearts of bankers glad. Specie and Dominion notes show a fair increase, and notes and cheques between banks show that business is not at a standstill. A slight decrease has taken place in foreign balances, but that indicates payments of outstanding debts for merchandise. Loans have increased about two and a quarter millions, and overdue debts show a reduction of \$111,458. Assets altogether increased over three and a half millions. Some of the increases are due to the first appearance in the general statement of the returns of the Merchants' Bank of P. E. Island, this bank conforming with provisions laid down in the Banking Act of 1890, by which at the expiry of its Provincial charter it should come under the banking laws of the Dominion.

It is rather amusing that at a time when we were about to suspend vigilance in the matter of errors in the banking returns we should drop upon at least three or four. These we find under the heading "Greatest amount of notes in circulation at any time during the month." Under this head we find discrepancies in three different banks. We find also that the newly added Merchants Bank of P.E.I. does not hold quite up to the minimum of Dominion notes. These are trivial errors, and are no doubt owing to carelessness on the part of some one through whose hands the preparation of the statement passes. Balances between

banks in daily exchanges and loans between banks are falling well into line. The steadiness of the market here at present augurs well for a prosperous trade still later.

The recent census of New South Wales reports a total population of 1,132,234. Of the total, 14,156 are Chinese and 8,280 natives or aborigines. The city of Sydney is given a population of 383,386, showing a great increase during five years.

England had, all told, 259 trades unions in 1890, and 235 in 1889. The reports of the Labor Correspondent of the Board of Trade show that the total membership in 1890 was 871,232, against 679,283 in 1889. The total income of the latter year was £954,940 and of the former £1,160,441. The balance of funds at the close of 1889 was £1,082,079, and £1,288,885 at the close of 1890. This gives £1 9s. 7d. per member.

The imports to Canada for the year ending June 30, 1891, are distributed and classified in the Dominion report as follows—

| | British Empire. | All other countries. |
|---------------------|-----------------|----------------------|
| Free goods..... | \$11,830,789 | \$26,978,299 |
| Dutiable goods..... | 32,652,299 | 41,883,737 |
| Duty collected..... | 9,476,501 | 13,930,574 |

The estimates of the Dominion Government for the fiscal year 1892-3 as to total revenue are \$36,655,000 and the expenditures \$36,500,000. The estimates for expenditures last year were \$36,000,000, but the actual expenditures amounted to \$36,343,567—a difference of \$343,567. The estimated income was \$38,858,701 which fell short of that sum by \$279,391. It will be seen that both the estimates of total revenue and total expenditure for the current year are considerably reduced.

The United States Treasury Department has decided that all machinery imported to the World's Columbian Exposition from foreign countries, either wholly as an exhibit or to be shown in connection with the illustration of some manufacturing process, shall be admitted duty free. Raw material, however, imported for use in such process will be subject to duty. The total appropriations so far made by foreign nations for the Exposition exhibit is about \$4,000,000.

Money of London for March 12 reports the comparative prices of Australian stocks both 4 and 3½ per cents, highest and lowest for 1892 and highest for 1891, and which show a marked decline. We append the figures for 4 per cents:—

| | 1892. | | 1891. |
|----------------------|----------|---------|----------|
| | Highest. | Lowest. | Highest. |
| New South Wales..... | 104¾ | 101¼ | 107½ |
| New Zealand..... | 103¾ | 100 | 107½ |
| Queensland..... | 102¾ | 98 | 109½ |
| South Australia..... | 104½ | 102 | 107½ |
| Tasmania..... | 102 | 100 | 105 |
| Victoria..... | 103¾ | 98¾ | 108¾ |

Speaking of the depression in prices of wool in England the *Statist* of London says: "The effect of the McKinley tariff on the exports of woolen and worsted goods has been serious. In 1890 our total exports of woolen and worsted tissues amounted to 228,906,000 yards, of which 63,611,000 yards went to the United States. In 1891 the exports of woolen goods were 200,754,500 yards, of which only 36,338,000 yards were for America. The value of manufactured woolen and worsted goods sent abroad in 1890 reached £16,342,000, of which £4,532,000 was for America; but in 1891 the total value receded to £14,748,000, and the American purchases to only £2,820,000."

The London (Eng.) *Grocer* has the following to say about Canadian cheese:—"Among recent consignments from Canada are several parcels sent hither by the Canadian Government from their experimental dairy stations, for the purpose of ascertaining the quality of the cheese most suitable for the London market, with a view to insuring greater perfection in the manufacture of the article throughout the Dominion in future. The trade here, so far as they have had an opportunity of judging, pronounce them very fine—the July makes, considering that they are about six months old, being of excellent flavor and in first rate condition, showing that the cheese has proper keeping qualities. In the opinion of some persons the August and September makes are equal to, if not better than, ordinary finest Cheddars, and ought to command a good price."

STATISTICAL ABSTRACT OF THE CHARTERED BANKS IN CANADA.

Comparison of Principal Items.

| Assets. | 29th Feb., 1892. | 31st Jan., 1892. | 28th Feb., 1891. | Increase and Decrease for month. | Increase and Decrease for year. |
|--|---------------------|---------------------|---------------------|--|---------------------------------------|
| Specie and Dominion Notes..... | \$16,535,881 | \$16,256,318 | \$16,892,535 | Inc. \$279,563 | Dec. \$356,654 |
| Notes of and cheques on other Banks..... | 7,182,447 | 5,884,187 | 8,440,090 | Inc. 1,298,260 | Dec. 1,257,643 |
| Due from American Banks and Branches..... | 17,612,793 | 17,650,742 | 12,159,268 | Dec. 37,949 | Inc. 5,453,525 |
| Due from British Banks and Branches..... | 4,692,633 | 5,094,959 | 3,563,835 | Dec. 402,326 | Inc. 1,128,798 |
| Canadian Municipal Securities and Brit., Prov. or) For'gn. or Col. Pub. Securities other than Dominion) | 6,449,879 | 6,538,942 | | Dec. 89,063 | |
| Railway Securities..... | 5,842,569 | 5,397,662 | | Inc. 444,907 | |
| Loans on Stocks and Bonds on call..... | 14,720,222 | 14,568,049 | | Inc. 152,273 | |
| Current Loans to the Public..... | 186,116,911 | 184,034,993 | | Inc. 2,081,918 | |
| Overdue debts..... | 2,658,891 | 2,770,349 | 3,160,424 | Dec. 111,458 | Dec. 501,533 |
| Total Assets..... | 279,547,605 | 275,956,236 | 257,480,841 | Inc. 3,591,369 | Inc. 22,066,764 |
| <i>Liabilities.</i> | | | | | |
| Bank notes in circulation..... | 32,711,015 | 32,705,400 | 31,925,749 | Inc. 5,615 | Inc. 785,266 |
| Due Dominion Government..... | 2,647,602 | 2,607,596 | 2,781,042 | Inc. 40,006 | Dec. 133,440 |
| Due Provincial Governments..... | 3,363,016 | 3,441,101 | 3,077,676 | Dec. 78,085 | Inc. 285,340 |
| Deposits made by the public..... | 153,424,150 | 150,906,193 | 133,149,092 | Inc. 2,517,957 | Inc. 20,275,058 |
| Do. payable on demand, or after notice between Bks. | 2,842,871 | 2,894,644 | 2,694,370 | Dec. 51,773 | Inc. 148,501 |
| Due to American Banks and Branches..... | 209,246 | 128,925 | 160,148 | Inc. 80,321 | Inc. 49,098 |
| Due to British Banks and Branches..... | 1,685,761 | 1,301,928 | 1,926,358 | Inc. 383,779 | Dec. 240,597 |
| Total Liabilities..... | 197,489,682 | 194,645,730 | 176,021,783 | Inc. 2,843,952 | Inc. 21,467,899 |
| <i>Capital.</i> | | | | | |
| Capital paid up..... | 61,500,966 | 61,346,171 | 60,111,028 | Inc. 154,795 | Inc. 1,489,938 |
| Reserve Fund..... | 23,947,508 | 23,728,254 | 22,036,322 | Inc. 219,254 | Inc. 1,911,186 |
| Directors' Liabilities..... | 6,194,604 | 6,127,129 | 7,394,964 | Inc. 67,175 | Inc. 1,200,360 |

Deposits with Dominion Government for security of note circulation, \$846,927.

No. —Loans on call or Current Loans for year cannot be accurately compared owing to changes in the form of returns under the new Banking Act.

Correspondence.

We do not hold ourselves responsible for views expressed by Correspondents

LETTER FROM TORONTO.

Editor INSURANCE AND FINANCE CHRONICLE:—

Every insurance man throughout the Dominion is very much interested in the proposed insurance legislation, both at Ottawa and in Toronto, especially the agents, who are anxious to see a stringent rebate law passed. What course the Dominion legislators will take in this matter appears uncertain, as Col. Gibson, M.P.P., in the Ontario House, stated the other day, that the two insurance departments were in correspondence, with a view to make the legislation concurrent. Until within a few days, it seemed certain that the straight rebate clause would be inserted in the Ontario Act, but now it is proposed to only prohibit rebating on insurances of \$5,000 and upward. To the agents here, who have worked so hard to have the desired clause inserted in the Act, this proposition is disappointing in the extreme, and appears strange on the part of the Cabinet, as there has been no known opposition to the rebate clause being inserted in the Act. Evidently there is a good sized Ethiopian in the wood pile, but so far he has not been located.

The People's Life Insurance Company is expected to be in operation shortly, and the manager will be Mr. Lemnitz, formerly of the Excelsior. It will be a mutual, and privileged to issue both life and accident policies. The Ontario Government require a deposit of \$10,000 cash, and the company is to have the privilege of issuing debentures to the extent of \$20,000, by which means it is assumed the \$10,000 will be raised.

The manager of the old and reliable Standard Life is evidently determined to increase the business over that of last year, as I learn the agents are particularly active just now; and Mr. Hunter, the superintendent, has gone on a trip to Winnipeg to stir up their representatives at that point.

Mr. Chadwick, formerly superintendent of agencies of the Temperance and General Life, who has been in Chicago the past few months endeavoring to organize a life insurance company, is said to find it a harder job than he anticipated. He certainly deserves success for his pluck, and I sincerely hope he may yet realize his expectations.

Mr. Geo. A. Cox has returned from his holiday trip, and expresses himself as very much benefited by the change. This genial gentleman certainly looks the picture of good health.

Another insurance manager, Mr. McCabe, has returned to town from the South, where he spent the past few weeks, and looks as though he is quite prepared to get into harness again.

Manager Macdonald of the Confederation Life, who went to California with his son, is expected to return here in time for the annual meeting of the company.

Mr. J. L. Kerr, who for a time filled the position of secretary of the Manufacturers Life, has organized the Globe Loan and Investment Company. The plan is, I believe, the same as many others of a similar kind that have been started here during the past few years. Whatever it is, all wish Mr. Kerr success in his new undertaking, having confidence that he will conduct its affairs in a straightforward manner.

I see that Mr. O'Hara is down for president of a similar company called the Equitable. By the way, the many friends of Mr. O'Hara will be glad to hear that in the short time since resigning the management of the Temperance and General, he has built up for himself a lucrative business as a financial agent.

Great credit is due to Mr. Bowker for successfully prosecuting the Massachusetts Mutual Benefit Association for violation of the Insurance Act, by omitting the words "assessment system" in its literature and advertisements. Manager Charles Purcharde wore a decidedly surprised look when Magistrate Denison pronounced his verdict of \$30 and costs or 40 days imprisonment. The case of the Mutual Reserve and the Canadian Mutual Life Association will be heard in a few days, and a like decision is confidently expected.

It appears that the Mutual Reserve cancelled a policy for \$1,000 on the life of Michael Fitzmaurice, on the ground that he was of intemperate habits. Now, Mr. J. Day of Ottawa brings suit to have the policy reinstated, and the master before whom the case was heard has given the assessment association a hard job by requiring it to prove that the insured was of intemperate habits. That, I believe, is an unsettled point in the English courts to the present day, as judges and lawyers, and also medical men, differ on the subject, for the habitual use of liquor has very different effects on different persons.

That fools and their money are soon parted is evidenced by the latest successful assessment endowment fake, viz., members of one year's standing or those paying up one year's assessment

in advance, are to be guaranteed a free trip to the Chicago Exhibition next year. Inducements are being held out to a prominent man in this city to organize a branch here. He has been warned that if he does he will be prosecuted for obtaining money under false pretences.

Fire insurance is quiet, premiums hard to collect, with losses quite up to last year.

Under the old company the street railway company's business was controlled by the Liverpool & London & Globe, but the new company have decided to divide up the business, which arrangement is of course approved by the agents.

Mr. R. W. Tyre, the prudent manager of the Northern, was in town last week to meet ex-Inspector Lockie, and close up all matters in the hands of the last named gentleman, who will hereafter give his entire time to the Mercantile. Mr. Tyre, by his courteous and affable manner, left a favorable impression on those whom he met during his short stay here.

I regret to say that Mr. McLean, the secretary of the Board of Fire Underwriters here, is confined to his house with an attack of typhoid pneumonia, and owing to his advanced age his physician gives but little hopes for his recovery.

It is with much regret that I have to record the death here of Mr. Jas. E. Smith, who for some years has represented the British Empire in this city. When in good health he was a most successful canvasser, and was one of those men everybody liked. He will be sadly missed by leading citizens and especially in the Conservative party, in which he has been a leader here for some years.

P. B. P.

TORONTO, March 28, 1892.

OUR LONDON LETTER.

Editor INSURANCE AND FINANCE CHRONICLE:—

More than phenomenal success has attended the operations of the Prudential Insurance Company during the year 1891. I applied the adjective phenomenal to the results of the year 1890, and in the absence of any regular comparative, and without attempting to create a new word, I content myself by now saying the results of the year 1891 were quite unprecedented in the annals of the history of British life offices. A company that can report the issue of over 58,000 new policies assuring the sum of nearly £6,000,000, securing a new premium income of £356,000, and adding to its assurance fund over £1,000,000 in one year, is indeed a colossus of the assurance world. It is claimed by the officials of the Prudential that their magnificent results are obtained at a cost of only 10 per cent. on the premium income; but I think this statement must be taken with some qualification. Supposing that the Industrial branch of the office with its enormous ramifications did not exist, what would be the expense ratio in connection with obtaining the business of the ordinary branch? I question whether it would not be double or more than double the ratio just mentioned. This point is important in reviewing the transactions of the Prudential, as sometimes very invidious comparisons are made by its advocates without taking into consideration the fact that the agents who are paid by the Industrial branch largely contribute to the success of the ordinary branch.

PRAISEWORTHY SELF-SACRIFICE

has been exhibited by the Board of the Mutual Life Office of London, who have resolved that their members' all be reduced from fifteen to twelve. This is a very right step, and another in the same direction by and by would be truly righteous. I regard the day as not very far distant, when policyholders of mutual companies especially will make a strong protest against the payment of fees amounting to £200 or £300, to twelve, or fifteen, or even more gentlemen, for taking their seats at a board table once a week, simply to indorse the acts of an able and pushing manager. I think that six good business men—men of position and influence—are quite sufficient to manage the business of a company; and if the example of the Board of the Mutual were followed to a much larger extent, no detriment would accrue to the companies involved, while the members would benefit by the considerable saving thus effected. I heard the late Mr. Spurgeon say once, that his idea of a perfect committee was that it should consist of three members, one of whom was in the colonies, another in bed, and the third at the administrative table. And I think he was right, mainly, not only in regard to committees, but to boards also. Looking at the lists of directors published from time to time, one cannot help coming to the conclusion that, as a rule, there are too many.

THE LIABILITY OF COMPANIES

to pay commission to agents in perpetuity has been the subject of several actions recently in our county courts. The latest action took place in the Birmingham county court, where a Mr. Barouche sought to recover, as against the Crown Life Office

(recently amalgamated with the Law Union), whose agent he had been for many years. It appears that like hundreds, nay thousands of his class, Mr. Barouche had, after introducing a few policies, become an absolutely unprofitable servant, having sent no new business to the head office for more than thirteen years. Now, as the Law Union had in Birmingham a more active agent, it was decided that the Crown agency should be absolutely cancelled. Mr. Barouche claimed that his commissions on the renewals remitted by him from time to time should be continued; but notwithstanding the fact that he had always remitted regularly the premiums he had collected, the judge ruled that he had not "the shadow of a case;" and accordingly gave his decision in favor of the company. It seems to be quite clear from this decision, and from other decisions that preceded it, that in the absence of any agreement to the contrary, an agent has no vested right in the commission allowed to him by a life company, and that the managers of such a company are legally justified in cancelling an agent's appointment without compensation.

THE CIVIL SERVICE AGENCY

of the North British and Mercantile life office, respecting whose transactions with the civil servants so much comment has been made, appears to have succeeded in placing a considerable amount of new business upon the books of the office.

According to the *Civilian*, one of the organs of the service, the policies effected under the scheme numbered 6,150, carrying assurances to the amount of £2,000,000 or thereabouts. In the year 1891 the new business seems to have fallen off somewhat; but as the 14th of next September is the day fixed for the termination of the compact whereby lives are assured without medical examination, a temporary impetus will probably be given to the new business of this year.

THE BONUSES OF THE FUTURE.

This is a subject that is now exercising the minds of writers upon life assurance in a greater or less degree. The attention of the public is frequently called to the declining rate of interest earned by the life offices in Great Britain, and likewise in America. Taking Bourne's "Handy Assurance" as authority, it will be seen how materially the rate of interest has fallen since the year 1887, at least this is the experience of most companies; and it is being pointed out that intending assurers should take note of this very significant fact, and not be led away by the statements of agents respecting the bonuses that have been declared in the past; as it is quite certain that a diminution of the rate of interest on investment will lead to a corresponding diminution in the rate of bonus. The chief object of an intending assurer should be to select a good, substantial office, whose premiums are moderate, and whose conditions all round are conceived in a liberal spirit. And it is quite possible to obtain the needful information now-a-days.

IMPAIRED LIVES.

At the meeting of the Institute of Actuaries held on the 20th ult., Mr. Manly the actuary of the Mutual Life, London, submitted a paper which was entitled, "An attempt to measure the extra risk arising from a Consumptive family history when the life proposed is physically sound and healthy." The writer of the paper was careful to explain the limited nature and value of the statistics he presented, as they had been compiled solely from the records of his own office; that the lives under observation had been a peculiarly select class; and that therefore the conclusions arrived at could be applied only to a class equally select. It appears that upon the basis laid down by Mr. Manly, the following may be taken to be the results of the investigations made by Dr. Glover, the company's physician, and himself: 1. That the increased mortality that was experienced, presumably under the influence of heredity, did not exceed, in the two classes, yielding the most unfavorable returns, 25 per cent. of the mortality expected under the Hm. table; and that in other classes where the influence of heredity might, according to received notions, have been presumed to be almost equally powerful, the mortality did not reach the expectation. It is evident therefore that the extra risk that the company incurred in taking what were unquestionably second class lives, as first class, is measurable, and might have been covered with a comparatively small additional premium.

The conclusions that Mr. Manly has recorded, it is to be hoped, will lead to the fulfillment of the desire he expressed that other offices should undertake similar investigations, in order that the basis of observation may be greatly enlarged, and render the deductions of the inquirer more trustworthy. Whether the various offices can agree upon such a course, with a view to a combination of experience and the establishment of a uniformity of treatment of under-average lives, appears, however, to be doubtful.

VIGILANS.

LONDON, March 16, 1892

THE LOCAL AGENT AND TRANSFERS.

EDITOR INSURANCE AND FINANCE CHRONICLE:—

As a young agent who hopes eventually to develop into a full-fledged fire underwriter, may I be permitted to point out what appears to me objectionable in the practice adopted by some companies of assenting to endorsements of transfer and removal without the knowledge of the local agent, *i. e.*, when policies are sent to head office direct from the assured? As a local agent I object, because ignorance of a transfer until the renewal sheet comes up may result in my losing a risk I might otherwise have retained. From the company's point of view I see two serious objections:

1. Physical.—An application was made on contents through my office and recommended by me, and policy issued some time ago. I am surprised to find that my company since the issue of the policy has assented to a transfer to a building which, although appearing favorable on plan or diagram, possesses features which have caused me to decline touching it before.

2. Moral.—I receive a renewal receipt for a party known to me as utterly unreliable and who has already profited on more than one occasion by fires. My company has actually been granting protection to a man from whom I would not dream for an instant of entertaining an application. Being convinced that only those should be appointed as agents who are men of intelligence and reliability and who will conscientiously guard their principal's interests, I consider that companies best protect themselves when they insist that all business pass through the hands of the local agent, who alone is thoroughly conversant with all the features of the case. Though it may be deemed quixotic in these matter-of-fact days, I assert that there are agents who can be relied upon to protect their companies' interests, even although it involves an occasional pecuniary sacrifice.

Yours truly,

ROUGH DIAMOND.

Notes and Items.

The city of Vancouver has lately purchased a chemical fire engine with a capacity of 100 gallons at a cost of \$2,740.

The town council of Virden, Manitoba, has added to the safety of the property in that place by the purchase of a \$300 fire engine and 500 feet of hose.

It is stated on what seems to be reliable authority that the British and Foreign Marine insurance company has absorbed the Standard Marine of Liverpool.

The losses paid in Maine in 1891 by the assessment life associations amounted, on the average, to about \$19 on each \$1000 of the mean assurance in force.

As the result of an investigation by Prof. Henry Morton, the New York Board of Fire Underwriters has condemned the Edison system of grounding electric wires in that city.

The Ohio Beneficial Society of Cleveland, one of the brood of one-year endowment swindles, has collapsed, and a goodly number of dupes in the vicinity of London, Ont., mourn the loss of their money.

The number of alarms responded to in 1891, by the Toronto fire department was 442 and the total fire loss \$210,116 on property insured for \$1,150,206. In 1890 the loss was \$487,186, insurance \$1,184,473. The fire department has 112 men. There are 15 hose sections, 3 hook and ladder sections, 1 truck, and 1 chemical engine, and 14,900 feet of servicable hose.

The Boston Protective Department gives the fire statistics in that city for 10 years as follows: number of fires, 7,442; total fire loss \$14,657,095; average loss per fire, \$1,969.51.

It is currently stated that the Mutual Life of New York is about to erect a thirteen-story building adjoining its present home office building, a portion to be for its own use and the rest for first class tenants.

Both of the American prudential insurance companies, the Metropolitan and the Prudential, have announced that paid up insurance will be granted hereafter to policyholders who keep up their policies for five years.

The total funds deposited with the insurance department of the State of New York on January 1, 1892, by the various fire insurance companies of foreign countries was \$7,027,166, and by nine New York companies (special reserve fund) \$2,395,000.

At the annual Meeting of the Sun Life of this city last week a large number of agents from all parts of the Dominion were present. The company is fortunate in its representatives, who are a superior class of men and would be a credit to any company.

The Winnipeg city council are seeking authority from the Legislature to tax fire and life insurance companies \$200 each, and guarantee and accident companies \$50 each. It is certainly to be hoped that no such additional burdens will be said upon the beneficent business of insurance.

For some time past the Hartford Steam Boiler Insurance and Inspection company has collected and published statistics of boiler explosions in the United States annually, and has reported the number for 1891 at 257. The totals for thirteen years are given at 2,416, being an average of 186 annually.

The National Board of Fire Underwriters of the United States has addressed a communication to President Harrison, calling attention to the enormous fire waste of the country for a series of years, enforced by ample statistics, and asking him to call the attention of Congress to the matter by a special message.

Manager Litchfield of the Lancashire has announced the withdrawal of that company from Massachusetts, owing to the injustice of the laws of that State which require the charging of all deposits in other States as a liability, though in reality assets—a fact with which we have heretofore made our readers acquainted.

In Minnesota, for 1891, the American stock fire insurance companies received for premiums \$2,739,484, and incurred losses amounting to \$2,183,104, or 79 per cent. The average premium rate was \$1.39. The foreign companies received for premiums \$747,536, and incurred losses of \$621,520, or 83 per cent. The average premium rate was \$1.70.

It will be remembered that not very long since the Alliance of London reinsured a good share of the business of the Union of San Francisco, and, presumably, acquired the control of the company's stock, though the Union nominally continues to do business. Its report to the New York department for 1891 showed a surplus; but as about \$135,000 paid the Alliance for reinsurance was included in its "cash in bank," the department finds an impairment, which will probably have to be made up.

"Houston's Pocket Manual," published by J. D. Houston, Cornwall, Ont., is a neatly printed and bound pocket manual of 36 pages, giving the principal tables of rates used by the life companies doing business in Canada. Agents will doubtless find it convenient to have these tables collected under one cover. The price is a dollar.

The fire loss for February in Canada and the United States was \$11,914,000, against \$9,226,000 in February, 1891, and \$7,387,025 in 1890. January and February of this year, combined, gave a total loss of \$24,478,000, compared with \$20,456,500 for these two months in 1891. There is a growing conviction among underwriters that electric wires are responsible for a good many fires.

The Southeastern Tariff Association, which recently met in Washington, adopted the following important resolution:—

Resolved, That as our tariff is based upon an insurance as to values of seventy-five per cent., therefore an extra charge of twenty-five cents per hundred be added to the rate unless the seventy-five per cent. co-insurance clause is inserted in policies covering mercantile risks, provided this shall not apply to towns coming under the operation of the three-fourths clause.

A new fire extinguishing compound, called "vulite," is attracting some attention across the water. Experiments at Manchester, according to the *Insurance News*, were very favorable. Among other things done a fire set in a wooden structure, consisting of a mass of staves saturated with paraffine oil, was speedily extinguished by a few strokes of a thirty-gallon engine containing the fluid.

The Travelers Insurance Company of Hartford has transferred \$400,000 from its surplus to its capital stock making the cash capital \$1,000,000. When the company began business in 1864 it had a paid-up capital of \$400,000. In each of the years 1865 and 1875 it added \$100,000 to the capital from surplus, and now makes the addition above named. Hereafter dividends on stock are to be paid quarterly.

The Prudential Insurance Company of England reports total premium receipts upon industrial business for 1891 at \$18,441,690, against \$17,589,625 for 1890. The total number of policies in force is 9,617,484, and the average amount \$45 each; average duration $6\frac{3}{4}$ years. In its ordinary life branch the company issued 58,118 policies for \$29,662,465. The assets now amount to \$73,118,135.

In our last issue our Toronto correspondent, in the way of news, referred to the engagement of Mr. F. Hawarth, formerly with the London Guarantee & Accident Company, by the Manufacturers' Accident Company, and incidentally remarked in the same connection that Manager McCord of the former company had been unable, on account of illness, to attend to business, and was arranging for a helping partner. We are surprised to learn, through Mr. McCord's solicitors, that the reference cited has been construed by that gentleman as emanating from the Manufacturers', and for "the purpose of injuring Mr. McCord and his company." No one in any way connected with the Manufacturers' had anything to do with the statement, and not the remotest intention on the part of this journal or its correspondent existed to injure either Mr. McCord or his company. That Mr. McCord has been ill is well known, and indeed so stated in the letter of his solicitors, though we are glad to learn he is now able to personally attend to business. It was hardly necessary to approach us on a matter of this kind through the formal communication of Mr. McCord's solicitors.

The State Fire insurance company, the new Liverpool company organized last year, after eight months of experience, reports the receipt of net premiums at \$77,300, net losses \$4,800. After paying all preliminary expenses, which were of course large, a balance is carried to credit of profit and loss of \$43,660. This is considerably more than the necessary reserve for unexpired risks, and shows that the company starts all right.

Our English exchanges bring the significant intelligence that William Dinkelspiel, who has been for some time past working life assurance in London, has gone into bankruptcy. It is said the celebrated S. L. Dinkelspiel operated through his brother William. By the way, it is worthy of note that President McCall is said to have promptly cabled, upon his accession to the presidency, to the New York Life general agent in London to accept no more applications on any terms from the Dinkelspiels.

In our table of life assurance pertaining to the business for 1891 in our last issue, we stated the "new insurance written" by the Mutual Life of New York at \$150,266,083, which, though strictly correct, placed the company at a disadvantage, for the reason that the "insurance written" of the other companies named included, as is customary, additions by dividends, old policies revived, old policies increased, etc., while the Mutual Life figures only covered actually new policies issued. Including all that is customarily included, the new business written by the Mutual Life was \$172,708,868.

An agreement has been entered into for the amalgamation of the City of London Fire insurance company with the Palatine of Manchester, which operates conjointly with the United Fire, and of which companies Mr. J. N. Lane is the manager. A general special meeting of the shareholders of both companies has been called for April 11 for the ratification of the agreement. The paid-up capital and funds of the City of London are a little over \$1,000,000, and its annual premium income about \$1,500,000. The Palatine has a paid-up capital of \$600,000, and at the close of 1890 a fire fund of \$619,655.

President McCall of the New York Life did a shrewd thing when he inaugurated his tour of the field by meeting the 200 Western agents at their special convention in Chicago on the 9th and 10th of last month. The newly elected third vice-president, Mr. Geo. W. Perkins, in his former capacity as Western inspector of agents, had called the meeting and presided with success. A good many papers were read full of bright things, and the usual banquet took place. The central figure, however, was Mr. McCall, and by his magnetic speech and more magnetic presence he created among that large body of agents an enthusiasm which will last for a twelvemonth.

Foreign business of Canadian Life Companies.—The growing spirit of enterprise in our Canadian Life offices is to be seen in the steady extension of their business in foreign parts. The Canada Life is doing a good business in Michigan, and it is rumored that it contemplates entering other Western States in the near future. The Sun Life is also quietly branching out further in portions of the West Indies and South America and in isolated European settlements in other parts of the world. The North American Life has also been working for some years in the Bahama Islands, West Indies where it is said they have succeeded in building up quite a large connection.

The fire which occurred on Thursday of last week in the large bazaar store on the corner of St. Lawrence and St. Catherine streets in this city, filled with inflammable material, luckily started in the daytime or it might have been a total loss. It started in the basement filled with packing cases and waste combustible material, constituting a mass of kindling such as not a few other stores would be found to contain if inspected. Chief Benoit very pertinently remarked: "If we had an inspector he would never allow an accumulation of inflammable material like that in such a dangerous place. We want that inspector, and we want him badly." A good inspector would save many times his salary.

The amended Insurance Act pending in the Ontario Legislature, a synopsis of which we gave in our last issue, has been advanced another stage. It was supposed that the unanimous request of the life agents and managers for the incorporation in the bill of an anti-rebate provision would be granted, but we learn that those in charge of the bill propose instead a milk-and-water anti-rebate clause applying only to insurances of \$5,000 and upwards. If it is inequitable to give a rebate on a \$20,000 policy it is equally so in case of a \$1,000 policy. Such a distinction as is proposed is destructive of the principle on which all anti-rebate laws are based, viz., discrimination between policyholders. To pass an emasculated provision of the kind named would be more than foolish—it would be distinctly ridiculous.

The Australian Widows Fund Life has issued an elaborate report for the quinquennium ending October 31, 1891, in connection with its annual report, which shows the progress and prosperity of the company to have been excellent. During the five years the assurance in force has increased from \$19,178,415 to \$24,996,515, and the total funds from \$1,877,115 to \$4,625,605. The surplus as reported now amounts to \$634,720, as against \$155,310 five years ago. In 1886 the Hm. 4 per cent. table for valuations was adopted, and in the recent valuations use has been made of the Hm5. table, thus still further strengthening the reserves. The actual rate of interest realized is stated at 6½ per cent, leaving a large margin in favor of the surplus. During 1891 the company issued new assurance amounting to \$3,219,420.

We desire to call especial attention to the completion of the new edition of that standard work, the "Principles and Practice of Life Insurance" published by the *Spectator Company*. The book has been largely re-written, additional tables and illustrations introduced, and the whole reset in new type. The interest tables have been enlarged, and now contain 2, 2½, 3 and 3½ per cent. valuations, extended to 100 years. New premium and annuity tables have also been introduced. A special "Actuaries' edition," on extra heavy paper, with wide margins, has been prepared, containing valuation tables with interest at 3, at 3½, and at 4 per cent. American Experience, in addition to the other contents of the ordinary edition. The ordinary edition is furnished at \$2.00 and \$2.50, according to binding, and the actuaries' edition at \$5.00. For sale at the INSURANCE & FINANCE CHRONICLE office.

Among the Callers at the CHRONICLE office during the past week were Messrs. T. Gilroy, Winnipeg; R. Junkin, Ottawa; W. H. Hill, Peterboro; A. S. McGregor, London; W. Grant, Ottawa; H. A. White, Kingston; J. Macdonald Oxley, Ottawa; John R. Reid, Brockville; J. M. Henderson, Smith's Falls; W. Martin, North Bay

PERSONAL MENTION.

MR. JAMES H. BOOMER, of Toronto, manager of the Manchester Fire, was in Montreal this week. Mr. Boomer is a veritable hustler.

MR. FREDERICK SCHOOLING, F.I.A., for several years assistant actuary of the Prudential of London, has been made actuary of the company.

MR. DAVID DEUCHAR, fire manager of the Caledonian, sailed from New York for home on Tuesday of this week after his brief visit to the United States.

MR. JAMES A. RUSSELL of Forest, Ont., removes to Chatham as district manager of the Manufacturers' insurance company for Essex, Lambton and Kent.

MR. JAMES A. BROWN, for some time superintendent of the bond and mortgage department of the Equitable Life, has been appointed auditor of the New York Life.

MR. M. F. DRISCOLL, of the United States branch office in New York of the Phoenix of London for several years, has been appointed Western general agent at Chicago in place of General Agent Warner, deceased.

WE ARE PLEASED to notice that Mr. Wm. Tatley, manager of the Royal, is again able to be at his post. It is the general impression of Mr Tatley's friends that he works too hard. It is very true that he does.

MR. ROB'T. McLEAN, secretary of the C. F. U. A., whose serious illness is referred to by our Toronto correspondent, is, we are glad to learn, somewhat better. The C. F. U. A. rests under great obligations to its venerable secretary.

MR. DAVID B. WARNER, for twelve years past the Western general agent of the Phoenix of London, died on the 19th ult., at his home in Chicago of heart disease. For a year past he had been unable to attend to business and had tendered his resignation.

MR. J. T. VINCENT was in Montreal this week in connection with an interesting event, viz. the marriage of his daughter. Mr. Vincent has started at Toronto as an independent adjuster and inspector, and as an old insurance man we bespeak for him the support of the insurance fraternity.

THE FIRE UNDERWRITERS' TEXT-BOOK.

From a thorough review, by the *Australasian Insurance and Banking Record* of "the Fire Underwriters' Text-Book," published by this office, we make the following extracts:—

The *magnum opus* of fire insurance literature is "The Fire Underwriters' Text-Book," by Mr. J. Griswold, who is one of the greatest living authorities upon the subjects which have engaged his pen. The first edition of Mr. Griswold's book was published in New York in 1872, and the second edition, revised and enlarged, dated 1889, has been given to the world through the enterprise of a Canadian publisher, Mr. R. Wilson Smith of Montreal. To adequately review a work containing no less than 2,377 numbered articles, or paragraphs, is almost an impossibility, but the first thing that strikes a reviewer is the thoroughness with which fire insurance practice and law is exhaustively treated by Mr. Griswold. The underwriter who directs the business; the adjuster who applies policy conditions in the event of loss; the lawyer who has to become acquainted with the "customs which make law," as well as statutory law itself; and the insured, who has to ascertain his rights and responsibilities under his policy, will all find in the "Fire Underwriters' Text-Book" the necessary information. * * *

Every page is instinct with the precision, and yet the familiarity, which can only exist where there is high training and a full and practical acquaintanceship with the subject matter. The fire insurance profession has, on the whole, been badly served as regards works bearing upon its principles and practice, although it must be admitted that the field to be covered is so vast, so varying, so minute in its details, and so much connected with the slow accretions of individual experiences, that the undertaking is both difficult and ungratifying to the writer. Yet, as Mr. Griswold puts it, there is a daily need for a general work, "wherein might be found gathered in available form the theory and practice of fire insurance, with appropriate laws, rules, and usages deduced from the experience of the forefathers in the profession." This need has been supplied in a masterly manner by Mr. Griswold himself.

Legal Intelligence.

ACCIDENT INSURANCE.

N.Y. SUPREME COURT, Dec., 1891. *Mortem vs. Equitable Accident Ins. Co.* Cause of death.—Blood poisoning.

The policy in this case contained the customary clause insuring the deceased against death "by external, violent and accidental means," stipulating, however, that liability should not extend to death caused wholly or in part by bodily infirmities existing prior or subsequent to the issue of the policy, nor in any case excepting where the sole and proximate cause of death should be from accidental injury received. The insured received an injury to his thumb on April 8, 1889, followed on the 27th of the same month by an injury to one of his fingers. About ten days after the injury to the thumb it was lanced, and continued to discharge matter. It was claimed that when the injury to the finger occurred, the virus from the first wound was communicated to this wound causing blood-poisoning, from the effects of which the insured died. The Court held that if it was clearly shown that the inoculation of the virus occurred at the time the wound to the finger was made, and was a part of the accident, then such accident was the sole and proximate cause of death through ensuing blood-poisoning, and the company must be held liable.

LIFE INSURANCE.

CONNECTICUT SUPREME COURT, June, 1891. *Barbour vs. Conn. Mutual Life Ins. Co. et al.* Fraudulent conveyance.—Surrender of Policy.

Two insurance policies were issued by defendant on the life of one M., a citizen of Canada, the benefits thereunder being payable to his legal representatives. But two premiums were paid on the policies, when M. made an assignment for the benefit of creditors, and at the first opportunity informed them of the policies. The creditors considered them of no value, and for that reason neither they nor the assignee claimed them. M. held them about a year and then surrendered them to the company, and had two other policies issued, identical in all respects with the first ones, except that they were payable to the wife. Shortly afterwards M. was duly discharged in insolvency. Held, that the surrender of the policies by M. was not fraudulent, there being no intent to defraud, and the policies being of no value as assets.

Such surrender, even if the policies had been of value as assets, would not have been fraudulent as to creditors whose claims arose subsequent to M's discharge in insolvency, since a subsequent creditor must rest the foundation for his relief on the equity of an antecedent creditor; and by the insolvent law of Canada (32 and 33 Vict., c. 16, Sections 109, 110) such discharge completely absolves the insolvent debtor from all liabilities then existing against him and provable against his estate.—(*At. Rep.* 154.)

MARINE INSURANCE.

SUPREME CT. OF CANADA.—On appeal, *Phoenix Ins. Co. vs. McGhee.* Total or partial loss.—Notice of abandonment.

A vessel insured by above company for the voyage from Newfoundland to Cape Breton went ashore on an uninhabited coast, whence the captain made his way over land to the owners of the vessel. Three or four days after the vessel went ashore, a tug visited her, and after examination the master declined to attempt to get her off the rocks. A few days later

one of the owners and the captain arrived at the wreck, caused a survey to be made, and sold her for a small sum, the purchaser stripping her and taking out the sails and rigging. No notice of abandonment was given to the insuring company. Suit for total loss was brought before a jury, the main evidence being that of the captain. The jury gave a verdict for the plaintiff as for a total loss, and decided that a notice of abandonment if given could not have benefited the insurance company. On refusal of the trial court to set aside the verdict and order a non-suit the company appealed. The Supreme Court held, that inasmuch as the plaintiff under a suit for total loss would be entitled to recover at least for a partial loss, a non-suit could not be entered; but that unless an agreement could be reached by the parties to the suit a new trial of the case should be ordered.

Special Montreal Agent Wanted to represent **THE ROYAL INSURANCE COMPANY.** A good ready made business can be placed in his hands. Terms: Commission, Salary and Office accommodation.

Wanted.—To represent in Toronto or Ontario one of the leading fire Insurance Companies, 20 years experience. Address Insurance Agent. 67 Yonge St., Toronto.

WANTED.—General Agency, or Inspectorship for a 1st class old-line Life Assurance Company. Have had 10 years experience and know Manitoba and the North-West Territories thoroughly. Can form good connections. Address P.O.L. Box 1279, Winnipeg, Manitoba.

MUNICIPAL DEBENTURES.

GOVERNMENT AND RAILWAY BONDS.

INVESTMENT SECURITIES.

BOUGHT AND SOLD

Insurance Companies requiring Securities suitable for deposit with Dominion Government or other purposes can have their wants supplied by applying to

R. WILSON SMITH,

British Empire Building, MONTREAL

Debentures and other desirable Securities purchased.

Scottish Union & National

Insurance Company of Edinburgh, Scotland.

ESTABLISHED 1824.

| | |
|--|--------------|
| Capital, - - - - - | \$30,000,000 |
| Total Assets, - - - - - | 40,508,907 |
| Deposited with Dominion Government, - - - - - | 125,000 |
| Assets in United States, - - - - - | 1,777,927 |
| Invested Assets in Canada, - - - - - | 1,415,466 |
| Total Invested Assets in United States and Canada, - - - - - | 3,193,393 |

M. BENNETT, Manager North American Department.

J. H. BREWSTER, Asst. Manager,

HARTFORD, Conn.

WALTER KAVANAGH, - Resident Agent.

117 St. Francois Xavier Street, MONTREAL.

THE SUN LIFE ASSURANCE COMPANY OF CANADA.

DIRECTORS' REPORT FOR 1891.

The report which your Directors have the honor of presenting at this meeting records the transactions of a year of much importance in the history of the company. The past twelve-month has resembled its predecessors in showing rapid progress and general prosperity, and is further remarkable in being the first spent in the substantial and beautiful building which the Company now possesses as its Head Office.

During the year 3301 applications were received for Life Assurance to the amount of \$5,901,521.60. This is an increase in number of 467, and in amount of \$1,365,515.81 over the regular business of the preceding year, excluding, of course, the policies transferred by re-assurance from the Citizens Insurance Company. Of these applications, 3064 for \$5,343,883.39 were accepted, and policies issued therefor, the balance being declined or withdrawn.

On December 31st, 1891, there were in force on the books of the Company, after deducting re-assurances, 12,611 Life policies covering \$19,425,411.84.

In the Accident branch, 1,897 applications for \$5,090,000.00 were received, on which 1,879 policies for \$5,051,500.00 were issued. There were in force in this department 2,480 policies covering \$5,720,650.00. Adding these to the Life figures, we have a total of 15,091 policies for \$25,146,061.84 in force at the close of the year.

The greatest care continues to be exercised in the admission of applicants, and this selection is having a beneficial effect on the death losses, which are very moderate in view of the rapid extension of the Company's business. The claims which fell in during 1891, in the Life department, amounted to \$168,064.08 under 96 policies.

The total amount paid to policy-holders during the year in death claims, matured endowments, profits, etc., was \$207,267.80, and the amount thus paid since the foundation of the Company amounts to \$1,542,083.56. How often our policies have stood between the widow and orphan and want can perhaps be judged from the magnitude of this sum.

The financial condition of the Company, as shown by the accompanying statements, is very gratifying. The income reached the handsome total of \$920,174.57. If from both years the re-assurance reserves received from the Citizens Co. be eliminated, it will be seen that the cash income was \$140,388.75 more than in 1890. The assets also have advanced by \$412,057.25, and now amount to \$2,885,571.44, exclusive of subscribed but uncalled capital. The surplus, too, has largely increased, and is now \$285,119.18 over all liabilities and capital stock.

The division of profits to the holders of policies which are five years old or older is now in progress, and the results are of an extremely satisfactory character. A comparison of the quinquennium just closed with that which preceded it will show that the surplus earned is three times as large as formerly, while the assurances in force have only doubled. This proves that the profit-earning power has much more than kept pace with the growth of the business. This is a feature which will, we are sure, be noted with special pleasure by our assured members. The Directors, moreover, take pleasure in reporting that after careful consideration they have seen their way to grant a further and most important concession to the policy-holders, by reducing the proportion of profits payable to the shareholders from ten per cent. to six and two-thirds per cent., the policy-holders thus receiving ninety-three and one-third per cent. of the total surplus, as against ninety per cent. at the last division. The policy-holders thus received the protection of a large capital stock for a merely nominal sum. Security should always be the primary consideration in connection with life assurance, and your Directors consider that this arrangement provides the safety of a stock company with practically the profits of a mutual one.

The investments continue to receive the most careful attention of the Board, and are in exceptionally good condition. They have been carefully examined by a Committee of our number, whose report is annexed hereto. The debtors under mortgages have, moreover, been personally communicated with by our Auditors as to the correctness of the amounts due by them to the Company. Their certificate is also hereto appended.

The retiring Directors are Messrs. S. H. Ewing, W. J. Withall and R. Macaulay, all of whom are eligible for re-election.

R. MACAULAY, *President.*

T. B. MACAULAY, *Secretary.*

A. W. OGILVIE, *Vice-President.*

STATEMENT OF ACCOUNTS FOR 1891.

INCOME.

| | |
|---------------------------------|---------------------|
| Premiums—Ordinary Life..... | \$ 672,550 26 |
| Citizens Insurance Co..... | 78,613 90 |
| Total Life Premiums..... | 751,164 16 |
| Accident..... | 33,203 49 |
| Total Premium Income..... | \$ 784,367 65 |
| Less paid for Reassurances..... | 411 61 |
| Interest..... | \$ 783,956 04 |
| Rents..... | 132,909 42 |
| | 3,309 11 |
| Total Income..... | \$920,174 57 |

DISBURSEMENTS.

| | |
|--|---------------------|
| Death Claims, including Bonuses.... | \$ 177,141 23 |
| Matured Endowments, including Bonuses..... | 12,548 36 |
| Annuity Payments..... | 1,696 65 |
| Accident Claims..... | 17,550 56 |
| Cash Profits paid Policyholders..... | 2,889 37 |
| Surrender values..... | 12,992 19 |
| | \$224,818 36 |
| Dividends on Capital paid Jan. and July, 1891..... | 7,500 00 |
| Expense Account..... | 121,224 33 |
| Commissions..... | 78,318 93 |
| Medical Fees..... | 13,067 41 |
| Total Disbursements..... | \$444,929 03 |
| Surplus over Disbursements..... | 475,245 54 |
| | \$920,174 57 |

ASSETS.

| | |
|---|---------------|
| Debentures—Market value: | |
| City of New Westminster..... | \$ 108,070 00 |
| Vancouver..... | 36,450 00 |
| St. Catharines..... | 5,400 00 |
| Town of Valleyfield Waterworks..... | 19,721 98 |
| Richmond School Bonds..... | 8,242 02 |
| St. Jerome..... | 16,568 00 |
| Berthier..... | 17,140 88 |
| Brandon..... | 38,570 00 |
| Iberville..... | 6,030 00 |
| Smith's Falls..... | 1,030 00 |
| Lachute School Bonds..... | 6,240 00 |
| Danville School Bonds..... | 4,272 30 |
| Sault Ste. Marie..... | 71,612 63 |
| Village of Merriton..... | 11,228 49 |
| Wyoming..... | 2,496 00 |
| Portage du Fort..... | 4,567 50 |
| Granby School Bonds..... | 8,137 80 |
| Rigaud..... | 2,140 00 |
| Township of Aldborough..... | 858 50 |
| North Stukely..... | 6,350 00 |
| Parish of St. Jean Chrysostome.. | 5,549 72 |
| St. Gregoire de Thaumaturge | |
| School Bonds..... | 10,066 95 |
| St-Jean-Baptiste School Bonds | |
| Montreal Turpike Trust..... | 10,050 00 |
| | 2,856 00 |
| Stock—Montreal Loan & Mortgage Co., market value..... | \$ 403,688 77 |
| Loans on Real Estate, first mortgages..... | 30,673 87 |
| Loans on Bonds and Stocks..... | 1,739,505 32 |
| Real Estate, including Company's Building..... | 65,200 00 |
| Loans on Company's Policies (Reserves on same, \$350,000)..... | 251,573 93 |
| Cash in Bank and on hand..... | 146,393 10 |
| Bills Receivable..... | 39,236 75 |
| Office Furniture..... | 1,336 08 |
| Agents' Balances (most of which have since been paid)..... | 1,887 02 |
| Deposited with Agent to meet Maturing Claim... | 2,891 98 |
| Interest due..... | 4,544 05 |
| Interest accrued..... | 14,866 26 |
| Rents due and accrued..... | 35,174 27 |
| Outstanding Premiums on Policies in force (composed largely of amounts on which the days of grace are current)..... | 1,980 78 |
| Deferred Premiums..... | \$ 99,888 92 |
| | 62,721 19 |
| Less 10 per cent. for collection..... | 162,610 11 |
| | 16,261 01 |

(These are secured by Reserves on the Policies included in the Liabilities of over \$600,000)..... 146,349 10
Sundry Accounts (petty cash, etc.)..... 270 16

NET ASSETS..... **\$2,885,571 44**

Capital Stock subscribed, but not called up..... 437,500 00

TOTAL ASSETS..... **\$3,323,071 44**

LIABILITIES.

Life Reserves (Institute of Actuaries Hm. table, 4½ per cent. interest)... 2,468,989 17
Annuity Reserves..... 14,413 82

2,483,402 99

Less Reserves on Policies reassured.. 2,560 01

2,480,842 98

Unearned Accident Premiums..... \$ 15,294 61

Death Claims [life] unpaid, reported but not proved or awaiting discharge..... 23,443 20

Matured Endowment, awaiting discharge..... 1,000 00

Accident Claims, awaiting discharge..... 2,190 95

Profits due Policyholders..... 1,004 89

Sinking Fund deposited for Maturing Debentures. 9,565 23

Dividend due 2nd January, 1892..... 3,750 00

Sundry Debts..... 860 40

Total Liabilities..... **2,537,952 26**

Cash Surplus to Policyholders..... 347,619 18

Capital paid-up..... \$ 62,500 00

Surplus over all Liabilities and Capital Stock..... 285,119 18

347,619 18

[Including uncalled Capital the surplus to policyholders is \$785,119.18] **\$2,885,571 44**

MONTREAL, 3rd March, 1892.

To the President and Directors of the SUN LIFE ASSURANCE COMPANY:—

We have much pleasure in again reporting that we have completed our audit of the books of your Company for the past year. The Financial Statements to the 31st December, 1891, to which we have certified, correctly give the position of the Company as taken from the Books of Account.

The usual systematic returns from the Agents, and the creditable manner in which the transactions of the Company are kept at the Head Office, have facilitated our work in a marked degree.

The communication with mortgage debtors, verifying their indebtedness to the Company, has been carried on as usual, and all the answers which we have received are satisfactory. All of which we have much pleasure in reporting.

P. S. ROSS & SONS, Chartered Accountants, AUDITORS.

The undersigned Committee of Directors, appointed to report on the Company's Mortgages, Debentures and Real Estate Securities, certify that they have carefully examined the same in detail, and have found everything in perfect order and in a thoroughly satisfactory condition, and in accordance with the Company's books and with the accompanying Statement of Accounts.

S. H. EWING.
A. MACPHERSON.
M. MCKENZIE.
J. P. CLEGHORN.

MONTREAL, March 18th, 1892.

DEBENTURES.

Government, Municipal and Railway
HANSON BROS.,
TEMPLE BUILDING, MONTREAL.

Messrs. HANSON BROS. always have on hand large blocks of

GOVERNMENT AND MUNICIPAL DEBENTURES suitable for deposit by Insurance Companies with the Dominion Government at Ottawa, or for other trusts, and are always ready to purchase first class INVESTMENT SECURITIES of every description.

THIRTY-SECOND ANNUAL STATEMENT
OF THE
GERMANIA LIFE INSURANCE COMPANY
OF NEW YORK,
FOR THE YEAR ENDING DECEMBER 31, 1891.

Net or invested Assets, January 1st, 1891.....\$15,260,630.34

INCOME.

| | | |
|--------------------------|----------------|-----------------|
| Premiums..... | \$2,627,822.48 | |
| Interests and Rents..... | 809,918.78 | |
| | | 3,437,748.26 |
| Gain on Investments..... | | 17,109.13 |
| | | \$18,715,487.73 |

DISBURSEMENTS.

| | | |
|---|----------------|----------------|
| Claims by Death..... | \$1,098,980.65 | |
| Matured Endowments..... | 290,169.46 | |
| Annuities..... | 21,057.25 | |
| Dividends and Surrenders..... | 451,875.86 | |
| | | \$1,862,083.22 |
| Total paid to Policyholders in 1891..... | | \$1,862,083.22 |
| Commissions, Agency Expenses, Advertising and Printing..... | 467,597.63 | |
| Medical Examinations | 22,661.51 | |
| General Expenses..... | 151,766.25 | |
| State, County and City Taxes..... | 17,625.10 | |
| | | 2,521,733.71 |

Net or invested Assets, Dec. 31st, 1891 (Invested as stated below).....**\$16,193,754.02**

ASSETS.

| | | |
|---|----------------|--------------|
| Bonds and Mortgages on Real Estate..... | \$8,716,413.75 | |
| Domestic and Foreign State, City and R. R. Bonds owned, Market Value..... | 4,753,133.42 | |
| Real Estate owned, viz.: Office Buildings in the United States and Berlin, Germany..... | \$1,547,458.35 | |
| City Property taken on Foreclosure..... | 413,900.00 | |
| | | 1,961,358.35 |
| Cash deposited in Banks..... | 275,856.39 | |
| Cash on hand and in transit (since received)..... | 95,033.69 | |
| Loans on Stocks..... | 1,200.00 | |
| Loans on Policies in force..... | 390,758.42 | |

Net or invested Assets, Dec. 31st, 1891.....**\$16,193,754.02**

| | | |
|---|------------|--|
| Interest and Rents due and accrued | 79,220.05 | |
| Deferred Premiums, net..... | 263,021.08 | |
| Premiums in course of transmission, net | 137,748.17 | |

Total Assets, Dec. 31st, 1891.....**\$16,673,743.32**

LIABILITIES.

| | | |
|---|-----------------|---------------|
| Legal Reserve on outstanding Policies (4%)..... | \$15,330,144.00 | |
| Reserve for extra Risks, Surrenders, Values, etc..... | 55,720.05 | |
| Unadjusted Claims..... | 106,047.90 | |
| Dividends due to Policyholders | 42,532.12 | |
| | | 15,534,444.07 |

Surplus as regards Policyholders.....**\$1,139,299.25**

If the Reserve is computed on a 4½% basis the **Surplus as regards Policyholders is**.....**\$1,902,929.25**

New Insurance, Written in 1891.....**\$10,600,794.00**

Total Amount Assured: In force, December 31st, 1891.....**\$61,799,110.00**

From the statement of Assets above there is excluded (as is usual with this Company) every item which is not admitted by the State Insurance Department, and a very conservative valuation is put upon the various items of assets above stated.

TOTAL PAID TO POLICYHOLDERS SINCE 1860.

| | | |
|-------------------------------|-----------------|--|
| For Claims by Death..... | \$14,551,502.39 | |
| Matured Endowments..... | 3,027,239.06 | |
| Annuities..... | 192,130.33 | |
| Dividends and Surrenders..... | 8,513,701.29 | |

Total.....**\$26,284,573.07**

JEFFERS & RÖNNE, Managers for Canada, 46 King St. W., Toronto.

MANCHESTER FIRE ASSURANCE COMPANY.

Report of the Directors presented to the Shareholders at the Sixty-Eighth Annual Meeting held on the 22nd March, 1892.

The Directors are pleased to be able to present to the Shareholders a very satisfactory report of the operations of the Company for the year 1891. The premiums (after deducting Re-insurances) amounted to £354,061. 14s. 2d., against £200,204. 11s. 2d. for 1890. The Losses, including full provision for all unsettled Claims, amounted to £178,309. 17s. 10d., say 50 per cent., against £111,158. 17s. 2d., say 55 per cent. in the previous year.

FIRE AND REVENUE ACCOUNT.

| | | | |
|--|----------------|-----------|----------|
| After paying all Expenses, Commissions, and Taxes, the Fire account for the year closed with a surplus of..... | £63,300 | 3 | 11 |
| The income from Interest on Investments was | 13,009 | 13 | 5 |
| Surplus as below..... | £76,309 | 17 | 4 |

DIVIDEND.

An Interim Dividend of 2s. per Share was paid in Sept. last, and the Directors now recommend a further Dividend at the same rate for the past half-year, and also a Bonus of 1s. per Share, making for the year 12½ per cent. against 10 per cent. last year.....

| | | | |
|---|----------------|-----------|----------|
| Leaving to be added to the Funds for the year (after providing for Dividend as above).... | £57,559 | 17 | 4 |
|---|----------------|-----------|----------|

REVENUE ACCOUNT.

| <i>Income.</i> | £ | s. | d. |
|------------------------------------|-----------------|----------|----------|
| Premiums (Less Re-insurances)..... | 354,061 | 14 | 2 |
| Interest on Investments..... | 13,009 | 13 | 5 |
| | £367,071 | 7 | 7 |

Expenditure.

| | £ | s. | d. |
|--|---------|----|----|
| Fire Losses Paid and Outstanding..... | 178,309 | 17 | 10 |
| Agents' Commissions and Expenses..... | 85,405 | 2 | 7 |
| Home, Foreign and Colonial State Taxes..... | 3,332 | 17 | 8 |
| Expenses of Management—Head Office and Branches..... | 23,688 | 9 | 10 |
| Agents' Balances written off..... | 25 | 2 | 4 |

| | | | |
|---|-----------------|----------|----------|
| Balance, being Surplus, carried down..... | £290,761 | 10 | 3 |
| | 76,309 | 17 | 4 |
| | £367,071 | 7 | 7 |

BALANCE SHEET.

| <i>Liabilities.</i> | £ | s. | d. |
|--|-----------------|----------|----------|
| Capital Account—75,000 Shares of £20 each, £2 per share paid..... | 150,000 | 0 | 0 |
| Funds from last Year's Account. £217,452 4 5 | | | |
| Balance of Revenue Account brought down..... | 76,309 | 17 | 4 |
| Less Interim Dividend paid Sept. 7,500 | | | |
| Dividend and Bonus payable 23rd March, 1892 11,250 | | | |
| | 18,750 | 0 | 0 |
| | 57,559 | 17 | 4 |
| Reserve Funds..... | 275,012 | 1 | 9 |
| Total..... | 425,012 | 1 | 9 |
| Outstanding Losses..... | 43,410 | 0 | 0 |
| Dividends unclaimed..... | 143 | 5 | 0 |
| Dividend and Bonus for past half-year payable to Shareholders, 23rd March, 1892, as shown above..... | 11,250 | 0 | 0 |
| | £479,815 | 6 | 9 |

Assets.

| | £ | s. | d. |
|--|---------|----|----|
| Railway and other Debentures and Bonds.... | 165,383 | 14 | 2 |
| Municipal Bonds..... | 43,817 | 10 | 8 |

| | | | |
|--|-----------------|----------|----------|
| English Railway and other Stock..... | 44,035 | 17 | 0 |
| United States Govt. 4 p.c. Registered Bonds..... | 31,714 | 12 | 5 |
| Canada Govt. 3½ p.c. Inscribed Stock..... | 21,927 | 10 | 6 |
| Austrian Govt. 4 p.c. Gold Rentes..... | 8,710 | 0 | 0 |
| Hungarian Govt. 4 p.c. Loan..... | 2,003 | 2 | 6 |
| New Zealand Govt. 4 p.c. Inscribed Stock..... | 3,157 | 10 | 6 |
| Mortgages on first class Property (with ample margins)..... | 11,209 | 14 | 11 |
| Loans on Railway and other Stock..... | 1,250 | 0 | 0 |
| Interest accrued, not yet payable..... | 3,492 | 4 | 0 |
| House Property and Land, Manchester and London, etc..... | 38,572 | 11 | 5 |
| Balances in hands of Branches and Agents (Home and Foreign)..... | 57,928 | 17 | 8 |
| Balances due from other Offices..... | 9,834 | 0 | 10 |
| Outstanding Premiums (since collected)..... | 19,473 | 12 | 7 |
| Cash at Bankers..... | 16,304 | 7 | 7 |
| | £479,815 | 6 | 9 |

JAMES H. BOOMER, *Manager for Canada,*
Head Office: Toronto.



CAPITAL -

£1,852,000

Net remiums }
for year 1890 }

£702,346

OF LIVERPOOL, ENG.

WOOD & EVANS, General Agents,

FOR THE

Province of Quebec, MONTREAL.

THE

GERMANIA LIFE

Insurance Company of New York.

Established 1860.

Assets \$17,000,000.00.

AN ACTUAL RESULT:

| | |
|--|----------------------------|
| Policy of \$5,000..... | to Pay't Life Plan, |
| | 13 years Dividend Tontine. |
| Age 27..... | Annual premium \$ 226.00 |
| Total premiums paid..... | 2,260.00 |
| Cash Settlement at end of Tontine Period:— | |
| Guaranteed Reserve..... | \$1,905.00 |
| Surplus actually earned..... | 1,404.90 |
| | 3,309.90 |

This represents a return of all premiums paid, with a profit of.... \$1,049.90

Free choice also given of such options as are offered by other first class companies.

JEFFERS & RÖNNE, Managers,

46 King Street West, Toronto.

GOOD AGENTS WANTED—Liberal Terms.

INSURANCE **ÆTNA** COMPANY.

CANADIAN AGENCY ESTABLISHED 1821.

HARTFORD, CONN.

CASH ASSETS, \$10,659,139.03.

Fire and Inland Marine Insurance.

J. GOODNOW, President; W. B. CLARK, Vice-Pres.; A. C. RAYNE, Sec.
JAS. F. DUDLEY, WM. H. KING, Assistant Secretaries.

WOOD & EVANS AGENTS, MONTREAL.

HEAD OFFICE

HAMILTON, ONT.

ESTABLISHED 1847

CANADALIFE

Assurance Coy

SUM ASSURED OVER \$54,000,000

CAPITAL & FUNDS

\$11,000,000

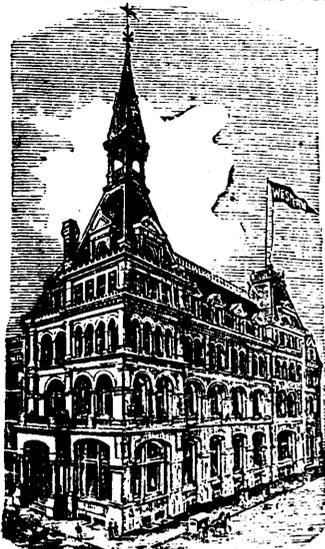
ANNUAL INCOME

OVER \$2,000,000

President—A. C. RAMSAY.

Secretary—R. HILLS.

Superintendent—W. T. RAMSAY.



FIRE AND MARINE

WESTERN ASSURANCE OF TORONTO

Directors:

A. M. SMITH, President.

GEORGE A. COX, Vice-President.

Hon. S. C. WOOD.
A. T. FULTON.
GEO. McMURRICH.

ROBT. BEATY.
W. R. BROCK.
H. N. BAIRD.

J. J. KENNY, Managing Director.

WESTERN



CAPITAL, CASH ASSETS, ANNUAL INCOME (1891), LOSSES PAID SINCE ORGANIZATION, over

\$1,200,000.00
1,551,827.00
1,797,900.00
18,704,500.00

FIRE, LIFE AND MARINE

Capital and Assets \$27,000,000.

COMMERCIAL UNION

Insurance Company Ltd. of London, Eng.

→ CANADIAN BRANCH ←

Head Office, - MONTREAL.

EVANS & MCGREGOR, Managers.

PHENIX

FIRE INSURANCE COMPANY,
OF LONDON, ENGLAND.

ESTABLISHED 1782.

Agency Established in Canada in 1804.

PATERSON & SON,

GENERAL AGENTS FOR DOMINION.

HEAD AGENCY OFFICE,

35 St. Francois Xavier Street, MONTREAL.

THE WATERLOO MUTUAL FIRE INSURANCE COMPANY,

ESTABLISHED IN 1863.

Head Office, - - - WATERLOO, ONT.

TOTAL ASSETS - - - - - \$247,737.18
POLICIES IN FORCE - - - - - 15,521

Intending Insurers of all classes of insurable property have the option of
insuring at STOCK RATES or on the Mutual System.

CHARLES HENDRY,
President.

C. M. TAYLOR,
Secretary.

JOHN KILLER,
Inspector.

GEORGE RANDALL,
Vice-President

ONTARIO AND QUEBEC BRANCH. HEAD OFFICE, TORONTO

H. M. BLACKBURN, General Agent.

WM. ROWLAND, Inspector

CITY OF LONDON

FIRE INSURANCE CO. OF LONDON, ENGLAND.

Chairman: SIR HENRY E KNIGHT, Alderman, late Lord Mayor.

General Manager: L. C. PHILLIPS, Esq.

CAPITAL, - - - £1,900 000 STG

All Losses adjusted and paid in the various Branches without reference to England.

NOVA SCOTIA BRANCH,
Head Office, Halifax,
ALF. SHORT, General Agent.

NEW BRUNSWICK BRANCH,
Head Office, St. John,
H. CHUBB & CO., General Agents.

MANITOBA BRANCH,
Head Office, Winnipeg,
G. W. GIRDLESTONE, General Agent

— THE —

EQUITABLE

LIFE ASSURANCE SOCIETY

OF THE UNITED STATES.

JANUARY 1, 1892.

| | |
|---|------------------|
| ASSETS,..... | \$136,198,518.38 |
| Liabilities, including the Reserve on all existing Policies (4 per cent. Standard) and Special Reserve (toward the establishment of a 3½ per cent. valuation) of \$1,500,000..... | 109,905,537.82 |
| Total Undivided Surplus..... | \$26,292,980.56 |
| Income..... | \$39,054,943 85 |
| New Assurance written in 1891. | 233,118,331.00 |
| Outstanding Assurance..... | 804,894,557.00 |

The Free Tontine policy (the Society's latest form) is UNRESTRICTED as to residence, travel and occupation after one year; INCONTINGENT after two years, and NON-FORFEITABLE after three years.

Claims are paid immediately upon the receipt of satisfactory proofs of death.

HENRY B. HYDE, President.

JAMES W. ALEXANDER, Vice-President.

THE MERCANTILE

FIRE INSURANCE COMPANY,

INCORPORATED 1875

Head Office, - - - WATERLOO, ONT.

SUBSCRIBED CAPITAL - - - - - \$200,000.00
GOVERNMENT DEPOSIT - - - - - 20,257.00

The Business for the past sixteen years has been:

PREMIUMS received - - - - - \$1,075,861.22
LOSSES paid - - - - - 575,339.57

LOSSES PROMPTLY ADJUSTED AND PAID.

I. E. BOWMAN, President. P. H. SIMS, Secretary.

Bell Telephone 1907. Cable Address: "INDEX."
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NORTHERN



ASSURANCE COMPANY,
OF LONDON.

INCOME AND FUNDS, 1890.
 Capital and Accumulated Funds\$34,875,000
 Annual Revenue from Fire and Life Business, and Interest
 on Invested Funds..... 5,240,000
 Deposited with Dominion Government for the security of
 Canadian Policy-holders..... 200,000

CANADIAN BRANCH OFFICE,
 724 Notre Dame Street, MONTREAL

ROBERT W. TYRE, Manager.
 JAMES LOCKIE, Inspector.



Cash Capital, . . . \$2,000,000.00
 RESERVE FUND:
 Unadjusted Losses, \$ 391,242.30
 Re-Insurance Fund, 1,950,683.68
 Net Surplus, . . . \$2,341,925.98
 1,334,460.81

D. W. C. SKILTON, President.
 J. H. MITCHELL, Vice-Pres.
 CHAS. E. GALACAR, 2nd Vice-Pres.
 GEO. H. BURDICK, Secretary.

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Total Assets, including Capital at Call, the whole of which is available for the protection of the Policy-holders **\$1,328,131**

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Directors and Officers :

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 MUTUAL LIFE BUILDING, - NEW YORK
WILLIAM WOOD, Manager.

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PERCY F. LANE, Superintendent.
FIRE RE-INSURANCE ONLY.

PROVIDENT SAVINGS LIFE ASSURANCE SOCIETY OF NEW YORK.

SHEPPARD HOMANS, President.

Seventeenth Annual Statement

FOR THE YEAR ENDING DECEMBER 31st, 1891.

| | |
|---|-----------------|
| Income..... | \$1,640,468.34 |
| Paid Policy-holders..... | 1,105,410.12 |
| Total Expenses of Management..... | 387,916.91 |
| Assets..... | 1,084,791.27 |
| Liabilities, Actuaries' 4% Valuation..... | 463,538.67 |
| Surplus, Actuaries' 4%..... | 621,252.60 |
| Surplus, American Experience, 4½%..... | 653,262.60 |
| \$261.77 of Net Assets to each \$100 of Net Liability. | |
| Policies issued in 1891..... | \$16,200,605.00 |
| Policies in force December 31st, 1891..... | 69,676,446.00 |

\$50,000 deposited with the Dominion Gov't
 ACTIVE AGENTS WANTED.

R. H. MATSON, General Manager for Canada
 Head Office, - - - 37 Yonge St., Toronto.

R. J. LOGAN, Agent, Imperial Bldg, Montreal.

LANCASHIRE

Insurance Company of England.
 Established 1852. Entered Canada 1864.

CAPITAL £3,000,000 Sterling.

Reserve Funds, 31st Dec., 1891, - \$6,633,042.10
 Total Income, 1891, - 5,116,467.80

HEAD OFFICE IN CANADA,

59 Yonge St., - TORONTO.
J. C. THOMPSON, Manager.

Montreal Office, - 51 St. Francois Xavier St.
JAS. P. BAMFORD, Agent.

Quebec Office, - - - 82 St. Peter Street.
J. B. MORISSETTE, Agent.

FIRE INS. *HARTFORD* COMPANY.

ESTABLISHED - - - - 1810.

HARTFORD, CONN.

CASH ASSETS, \$6,743,047.84.

Fire Insurance Exclusively.

GEO. L. CHASE, President P. C. ROYCE, Secretary
JOHN W. MOLSON, Resident Manager, Montreal.

1850 ----- THE ----- 1892

United States Life Insurance Co.,

IN THE CITY OF NEW YORK.

| | 1888. | 1889. | 1890. | 1891. |
|--|----------------|----------------|-----------------|-----------------|
| New Insurance written, | \$6,335,665.50 | \$8,461,625.00 | \$11,955,157.00 | \$14,101,654.00 |
| Total amount in force December 31st, - | 25,455,249.00 | 29,469,590.00 | 35,395,462.50 | 41,166,669.00 |

GEO. N. BURFORD, President. **C. P. FRALEIGH, Secretary.** **A. WHEELWRIGHT, Assistant Secretary.** **WM. T. STANDEN, Actuary.**

The two most popular plans of LIFE INSURANCE are the CONTINUABLE TERM POLICY which gives to the insured the greatest possible amount of indemnity in the event of death, at the lowest possible present cash outlay; and the GUARANTEED INCOME POLICY which embraces every valuable feature of investment insurance, and which in the event of adversity overtaking the insured may be used as COLLATERAL SECURITY FOR A LOAN, to the extent of the full legal reserve value thereof, in accordance with the terms and conditions of these policies.

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E. A. COWLEY, Manager Province of Quebec, Montreal.

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