



The Chronicle

Banking, Insurance & Finance.

ESTABLISHED JANUARY, 1881

PUBLISHED EVERY FRIDAY.

Vol. XXXIV. No. 6

MONTREAL, FEBRUARY 6, 1914.

Single Copy 10c
Annual Subscription \$5.00

MUNICIPAL BONDS IN U.S. MARKET.

The rapidly increasing importance of the United States as a market for our municipal issues is shown by the fact that last year, according to Mr. E. R. Wood's compilation, the American market purchased 20 per cent. of our output of municipal bonds as compared with 8 per cent. in 1912. It is generally believed that the impetus which has been given in the last two or three years in this direction is mainly due to the fact that our municipal bond issues now offer more attractive rates than formerly. It could not be expected that American investors would largely interest themselves in our bonds at a time when they produced a very low yield—no larger than could be easily obtained from first-class municipal issues in the United States. Of course, a certain amount of high-class Canadian bonds have always been taken in the United States and the insurance companies in particular have been large purchasers. But the market in the United States for our municipal bonds has now widened out. Canadian bond-houses have aggressively pushed their wares in the States, and American bond-houses have been active in recommending our municipals to their clients, these houses including several of front-rank importance whose names and high reputation are matters of international knowledge.

While the American bond-houses generally restrict, either by location, population or in some other way, their willingness to consider our municipal bond offerings, it is obvious that the opening-up of this market for our municipal issues is well worth cultivating. It appears that to some of the American bond-houses both the assessment and the net debt of some of our cities form a considerable stumbling block. Our municipal debts *per capita* are very much larger, it is stated by the *New York Times Analyst*, than municipal debts in the United States *per capita*. The latest census returns in the United States make the average net

debt of 193 cities and towns \$65.84. On the other hand, figures lately got together by the *Financial Post* show the average net debt of 58 Canadian municipalities as \$104. This figure is mainly a result of the borrowings of Western cities. The average for the cities in the province of British Columbia is \$177; in Alberta, \$149; in Saskatchewan, \$126; in Quebec, \$120; in Ontario, \$67 and in the Maritime provinces, only \$38. The Western municipalities have borrowed largely on account of public utilities, these borrowings not being included in the figures given, and their higher figure of *per capita* debt would appear to be simply due to the fact that they are new and have had to provide the necessities of civilisation in a hurry. This view is corroborated by the figures given regarding some of the Eastern cities which are new; Port Arthur's figure is \$172; Outremont, \$179 and Maisonneuve, \$197.

Among other points put forward from the United States regarding our municipal bond issues, is the suggestion for uniform laws in the various provinces to govern the borrowings of the municipalities. It is urged that the debt limitations of 20 per cent. which now appear in many of the provinces give too much latitude to the various municipalities, and that it is advisable that these limitations should be reduced to a much lower amount, especially when there are exemptions to the limitations for various issues. It is also urged and with some point that the life of municipal bonds should correspond more closely to the life of the things for which they pay. These various suggestions are of distinct interest. Of the thorough reliability of Canadian municipal securities as high-grade investments there has never been the least manner of doubt. They have an admirable record, and municipal officers are, we believe, fully cognisant of the necessity of vigilance in guarding the credit of the municipality and the interests of the holders of its securities. However, this does not make the less desirable the arrangement of our municipal financing on such lines as conduce to necessary borrowing upon the easiest and best terms.

Established 1817

BANK OF MONTREAL

Incorporated by Act of Parliament

Capital Paid Up, \$16,000,000.00

Res. \$16,000,000.00.

Undivided Profits, \$1,046,217.80

Head Office, MONTREAL

BOARD OF DIRECTORS

R. H. ANGUS, Esq.
HON. HORT. MACKAY.
R. HOSMER, Esq.
H. R. DRUMMOND, Esq.

H. V. MERRIDITH, Esq., *President*.
E. H. GREENSHIELDS, Esq.
SIR THOMAS SHAUGHNESSY, K.C.V.O.
A. BATHGATE, Esq.
D. FORBES ANGUS, Esq.

SIR WILLIAM MACDONALD.
DAVID MORRICE, Esq.
C. B. GORDON, Esq.
Wm. McMASTER, Esq.

SIR FREDERICK WILLIAMS-TAYLOR, *General Manager*. A. D. BRAITHWAITE, *Assistant General Manager*.
A. MACHIDER, *Chief Inspector and Superintendent of Branches*.

C. SWERNY, *Supt. British Columbia Branches*. F. J. COCHRAN, *Supt. Quebec Branches*.
E. P. WINSLOW, *Supt. North West Branches*. D. R. CLARK, *Supt. Maritime Provinces and Newfoundland Branches*.

BRANCHES IN CANADA

In all the important Cities and Towns in the following Provinces:

PROVINCE OF ONTARIO. PROVINCE OF PRINCE EDWARD ISLAND.
PROVINCE OF QUEBEC. PROVINCE OF NOVA SCOTIA.
PROVINCE OF NEW BRUNSWICK. NORTHWEST PROVINCES.

BRANCHES OUTSIDE OF CANADA:

LONDON, England, 47 Threadneedle Street, E.C. Sub-Agency, 9 Waterloo Place, Pall Mall, S.W.
NEW YORK, N.Y., 64 Wall Street, R. Y. HEDDEN, W. A. BOO, J. T. MOLINEUX, Agents.
CHICAGO, Illinois, 184 La Salle Street. SPOKANE, State of Washington.
ST. JOHN'S, Newfoundland. CURLING, Newfoundland. MEXICO CITY, Mexico, D.F. GRAND FALLS, Newfoundland.

BANKERS IN GREAT BRITAIN

LONDON, The Bank of England, The Union of London and Smith's Bank, Limited, London County and Westminster Bank, Limited, The National Provincial Bank of England, Limited.
LIVERPOOL, The Bank of Liverpool, Limited. SCOTLAND, The British Linen Bank and Branches.

BANKERS IN THE UNITED STATES

NEW YORK, The National City Bank, National Bank of Commerce, National Park Bank.
PHILADELPHIA, Fourth Street National Bank. BUFFALO, The Marine National Bank.
BOSTON, The Merchants National Bank. SAN FRANCISCO, First National Bank. The Anglo and London-Paris National Bank.

Savings Bank Department connected with each Canadian Branch, and interest allowed at current rates. Collections at all points of the world undertaken at most favourable rates. Travellers' Cheques, Limited Cheques and Travellers' Letters of Credit issued negotiable in all parts of the world. This Bank, with its branches at every important point in Canada offers exceptional facilities for the transaction of a general Banking business.

THE CANADIAN BANK OF COMMERCE

Paid-up Capital - \$15,000,000
Rest - 13,500,000

HEAD OFFICE: TORONTO

Board of Directors

SIR EDMUND WALKER, K.C.V.O., D.C.L., LL.D., *President*.
Z. A. LASH, Esq., K.C., LL.D., *Vice President*.
JOHN HOSKIN, Esq., K.C., LL.D. ALEXANDER LAIRD, Esq.
SIR JOHN M. GIBSON, K.C.M.G., K.C., LL.D. WILLIAM FARWELL, Esq., D.C.L.
A. KINGMAN, Esq. GARDNER STEVENS, Esq.
SIR LYMAN MELVIN JONES HON. W. C. EDWARDS G. G. FOSTER, Esq., K.C.
J. W. FLAVELLE, Esq., LL.D. CHARLES COLBY, Esq., M.A.,
H. R. WOOD, Esq. PH.D.
ROBERT STUART, Esq. A. C. FLUMMERFELT, Esq.
G. F. GALT, Esq. G. W. ALLAN, Esq.
H. J. FULLER, Esq.
F. P. JONES, Esq.

ALEXANDER LAIRD, *General Manager*
JOHN AIRD, *Assistant General Manager*

Montreal Office H. B. WALKER, *Manager*
London, England Office, 2 Lombard Street, E.C.

New York Agency, 16 Exchange Place
Wm. Gray, *Agent*
H. F. SCHELL, *Agent*

Mexico City: Avenida San Francisco No. 50
J. P. BELL, *Manager*

The Bank transacts every description of banking business, including the issue of Letters of Credit, Travellers Cheques and Drafts on Foreign Countries, and will negotiate or receive for collection Bills on any place where there is a Bank or Banker.

THE MOLSONS BANK

Incorporated by Act of Parliament, 1852.
Capital Paid up \$4,000,000
Reserve Fund 4,800,000

BOARD OF DIRECTORS.

W. W. MOLSON MACPHERSON, *President* S. H. EWING, *Vice-President*
GEO. E. DRUMMOND, D. MCNICOLL, F. W. MOLSON,
W. M. BIRKS, W. A. BLACK,
E. C. PRATT, *General Manager*
W. H. DRAPER, E. W. WAUP, T. BERRISFORD FLEPER,
Supt. of Branches. Inspector. Inspector of Western Branches.
H. A. HARRIS, Asst. Inspector. THOS. CARLISLE, Asst. Inspector.

BRANCHES:

Alberta	Ontario—Cont.	Ontario—Cont.	Quebec—Cont.
Calgary	Dutton	St. Thomas	Montreal—Cont.
Camrose	Exeter	West End Br.	Market & Har-
Edmonton	Forest	East End Br.	bor Branch
Lethbridge	Frankford	Teeswater	St. Henri Br.
	Hamilton	Toronto—	Maisonneuve
	James Street	Bay Street	Cote des Neiges
British Columbia	Market Branch	Queen St. W.	St. Lawrence
Revelstoke	Hensall	Trenton	Boul. Br.
Vancouver—	Ilhigate	Wales	Cote St. Paul
Main Street	Iroquois	West Toronto	Branch
Hastings St.	Kingsville	Williamsburg	Park & Bernard
	Kirkton	Woodstock	Ave. Branch
Manitoba	Lambton Mills	Zurich	Hierreville
Winnipeg—	London		Quebec
Portage Av.	Lucknow		Richmond
Main St.	Meaford		Riviere du Loup
Ontario	Merlin		Roberval
Alvinston	Morrisburg	Arthabaska	St. Cesaire
Ashurstburg	Norwich	Bedford	Sorel
Aylmer	Ottawa	Chicoutimi	St. Flavie Stn
Belleville	Owen Sound	Drummondville	St. Ours
Berlin	Port Arthur	Fraserville	St. Therese de
Brockville	Ridgetown	Knowlton	Blainville
Chesterville	Sincoe	Lachine Locks	St. Flavie
Clinton	St. Marys Falls	Montreal—	St. James St.
Delhi	St. Mills	St. James St.	Ville St. Pierre
Drumbo		St. Catherine St.	Waterloo

AGENTS IN ALL THE PRINCIPAL CITIES OF THE WORLD.

London, England, Agents, Parrs Bank, Limited. New York Agents, Mechanics and Metals National Bank. Collections made in all parts of the Dominion, and returns promptly remitted at lowest rates of exchange. Commercial Letters of Credit and Travellers' Circular Letters issued, available in all parts of the world.

The Chronicle

Banking, Insurance and Finance

ESTABLISHED 1881.
F. WILSON-SMITH,
Proprietor.

PUBLISHED EVERY FRIDAY.
ARTHUR H. ROWLAND,
Editor.

Office:

GUARDIAN BUILDING, 160 ST. JAMES STREET,
MONTREAL.

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

MONTREAL, FRIDAY, FEBRUARY 6, 1914.

INDEX TO PRINCIPAL CONTENTS

	PAGE
Municipal Bond Issues in U.S.	185
Improvement in Municipal Bond Market	187
Banks' Heavy Liquidation	189
Outlook for our New Issues in London	191
Sharp Contraction in Banks' Circulation	191
January Fire Loss	193
More Taxation of Fire Insurance	193
Globe and Rutgers to enter Canada	193
Metropolitan Life's Remarkable Results	195
Sun Life and Royal-Victoria's Policies	195
Effect of Recovery in Consols	198
Saskatchewan's Control of Municipal Borrowings	197
Estimate of Canada's Borrowings for Year	197
Causes of Union Life Smash	199
Dominion Trust Company's Good Report	201
Saskatchewan's Fire Insurance Act	205
Industrial Accidents in December	207
World-Wide Fire Insurance	209
Ultimate Effect of Borrowings on Life Policies	211
Canadian Fire Record	214
Bank and Traffic Returns	215
Stock and Bond Lists	216-217

IMPROVEMENT IN MUNICIPAL BOND MARKET.

Among the developments of the week, one of the most interesting has been the improvement in municipal debentures. Municipalities now offering debentures are assured of getting bids more advantageous from their point of view than any which were forthcoming in the recent stringent period. The experience of the City of Brantford is taken as illustrative of the present tendencies in the municipal market. For Brantford's offering there were over a dozen bids and the prices quoted were such as to indicate the placing of the debentures on sale by the successful tenderers at a price to yield the investor around 4.80 or 4.85 p.c.

Bond dealers report that in the last two or three weeks the inquiry has broadened considerably, and a number of issues which had been on their hands have been cleaned up.

LIQUIDATION OF SPECIAL LOANS.

It appears that investors had been to some extent

holding back in the expectation that prices of debentures would work still lower; but the sharp reductions in European bank rates and the other indications of sudden easing of the money markets caused many to take immediate action so as to be in time to secure the bargains remaining. The revival of demand and clearing away of stocks on hand, of course, puts the bond houses in position for making somewhat better offers or bids to the municipalities; and it is to be expected that advantage will be taken of the new turn of affairs to liquidate special loans carried by the banks. In some quarters the opinion prevails that money will be very cheap in the course of a few months. Consequently the municipal officers in some cases may be disposed to wait a little while before bringing out their loans. Then when through issue of debentures the municipalities have pretty well cleaned up their special loans, the banks will find their cash resources still further augmented. As the demand for mercantile credits has slackened notably and will not likely revive at once, it is natural to presume that liquidation of municipal and industrial loans will have a tendency to drive down the rates applying to brokers' call loans. At present the quoted rate for call loans on stock market collateral is 6 p.c. Commercial paper is 6 to 7 p.c. as heretofore.

EUROPEAN MONEY.

This week there was strong rivalry for the \$5,500,000 African gold offered in the market. The price advanced 1/2 d. France took \$1,500,000; Germany, \$1,500,000; Russia, \$1,500,000; and India, \$1,000,000. Following last week's reduction of Bank of England rate to 3 p.c. the London market has been quite cheerful. The disposition is to expect a further reduction in the near future. Call money in London is very cheap. Rates quoted are 3/4 to 1 p.c. Short bills are 1 7/8 to 2 p.c.; and three months bills, 2. American financiers are now finding it cheaper to borrow in London than in New York. This week loans were made at the British capital to American firms at 1 7/8 p.c. for three months.

Bank rate at Paris is 3 1/2 p.c.; and discounts in the private market are 3/4. At Berlin the Imperial Bank of Germany quotes 4 1/2; and in the private market 3 is the quoted rate. At all the European markets the talk is of reductions of discount rates, official and private, and there are confident expectations of rising prices of securities. This, of course, is a favorable omen for the finance ministers and corporations waiting to fund their floating debts. The indications are that they will be able to borrow on terms less onerous than appeared likely a short time ago.

NEW YORK POSITION.

Call loans in New York: 1 3/4 to 2 p.c., most of the business being done at 1 7/8. Sixty day loans, are 2 3/4

The Bank of British North America

Established in 1836. Incorporated by Royal Charter in 1840

Paid-up Capital, \$4,866,666 66
Reserve Fund, - 2,920,000.00

Head Office:

5 GRACECHURCH STREET, LONDON, E.C.

J. DODDS, Secretary W. S. GOLDBY, Manager

COURT OF DIRECTORS

- | | |
|----------------------------|------------------------|
| F. R. S. Balfour, Esq. | H. J. B. Kendall, Esq. |
| J. H. Brodie, Esq. | Frederic Lubbock, Esq. |
| J. H. Mayne Campbell, Esq. | C. W. Tomkinson, Esq. |
| E. A. Hoare, Esq. | G. D. Whatman, Esq. |

Head Office in Canada: ST. JAMES ST., MONTREAL

H. B. MACKENZIE, General Manager

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

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

Agents and Correspondents in every part of the world.

Collections Made at Lowest Rates

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

Agents in Canada for Colonial Bank, London, and West India.

G. B. GERRARD, Manager,
 MONTREAL BRANCH.

THE MERCHANTS' BANK OF CANADA

HEAD OFFICE, Capital \$6,981,400 Reserve Funds \$6,911,050

Pres.: Sir H. MONTAGU ALLAN. Vice-Pres.: K. W. BLACKWELL.
 K. E. LISBEN, General Manager.
 T. E. MERRITT, Superintendent of Branches and Chief Inspector.
 BRANCHES AND AGENCIES.

- | | | | | |
|----------------|--------------|----------------|------------------------|-----------------------------|
| Ontario | Acton | Lucan | Montreal (Head Office) | St. James St. |
| | Alvinston | Markdale | " | 1255 St. Catherine St. East |
| | Albion | Midland | " | 320 St. Catherine St. West |
| | Bellefleur | Mitchell | " | 1890 St. Lawrence Blvd. |
| | Berlin | Napanee | " | 672 Centre Street |
| | Bethwell | Newbury | Beauharnois | Maisonneuve |
| | Brampton | Oakville | Chateauguay | Ormstown |
| | Brunford | Orillia | Gaspe | St. Agathe |
| | Chatham | Orlino | Gaspe | Rigaud |
| | Chateaufort | Orlino | Huntingdon | Shawville |
| | Chester | Owen Sound | Lachine | Sherbrooke |
| | Cremore | Perth | Quebec | St. Johns |
| | Delta | Prescott | " | Three Rivers |
| | Eggleston | Prescott | " | St. Sauveur |
| | Elgin | Rawlston | Manitoba | |
| | Elora | Sandwich | Brandon | Oak Lake |
| | Finch | St. Catharines | Carberry | Portage in Prairie |
| | ford | St. Catharines | Cladstone | Russell |
| | Port William | St. George | Cladstone | Souris |
| | Gait | St. Thomas | Macgregor | Starbuck |
| | Gananoque | Tara | Morris | Winnipeg |
| | Georgetown | Thamesville | Napinka | " |
| | Glencoe | Toronto | Neepawa | " |
| | Gore Bay | " | Acme | Alberto |
| | Granton | " | Brooks | Lezombe |
| | Guelp | " | Calgary | Leduc |
| | Hamilton | " | Camrose | Lethbridge |
| | " | " | Carstairs | Mannville |
| | " | " | Castor | Mid-Isle |
| | " | " | Chauvin | Munson |
| | " | " | Coronation | Ohtok |
| | " | " | Daysland | Oida |
| | " | " | Delburne | Raymond |
| | " | " | Donalds | Red Deer |
| | " | " | Edgerton | Sedgewick |
| | " | " | Edmonton | Stettler |
| | " | " | " | Strome |
| | " | " | " | Toileid |
| | " | " | " | Trochu |
| | " | " | " | Vegreville |
| | " | " | " | Willing |
| | " | " | " | Wainwright |
| | " | " | " | Walsh |
| | " | " | " | West Edmonton |
| | " | " | " | Wetaskiwin |

- | | | | | | |
|---------------------|--------------|-------------|-------------------------|------------------|-----------------|
| Saskatchewan | Antler | Maple Creek | British Columbia | Chilliwack | New Westminster |
| | Arcoia | Melville | | Elko | Vancouver |
| | Battleford | Moose Jaw | | Ganges Harbour | " |
| | Forbes | Oxbow | | Nanaimo | Victoria |
| | Gravelbourg | Regina | | Sidney | " |
| | Fredericton | Saskatoon | | St. John, N.S. | |
| | Gainsborough | Shaunavon | | St. John's, N.S. | |
| | Kisbey | Unity | | St. John's, N.S. | |
| | Limerick | Whitewood | | St. John's, N.S. | |

ST. JOHN, N.S. Halifax, New Glasgow, N.S.
 SUB-AGENCIES—Ontario—Addison, Calabogie, Frankville, London South, Lyndhurst, Mulhark, Newlin, Pelee Island, Quebec—Hury, Naperville, Quyon, Manitoba—Austin, Griswold, Laurier, Oakville, Sidney, Alberta—Bosha, Czar, Irma, Rumsey.
 IN UNITED STATES—New York Agency, 63 Wall Street.
 BANKERS IN GREAT BRITAIN—The London Joint Stock Bank, Limited.

D. C. MACGAROW Local Manager, Montreal

IMPERIAL BANK OF CANADA

CAPITAL AUTHORIZED - \$10,000,000.00
 CAPITAL PAID UP - 6,926,000.00
 RESERVE FUNDS AND UNDIVIDED PROFITS - 8,100,000.00
 TOTAL ASSETS - 72,500,000.00

D. R. WILKIN, President. HON. ROBERT JAFFRAY, Vice-President.
 WILLIAM KEMMAY of Howland, Stow, Scotland, KLAS KOGERS,
 J. KERR JESSOP, PELE HOWLAND, SIR WM. WYTH, Winnipeg,
 CAWTHRA MULLOCK, HON. RICHARD TURNER, Quebec,
 WM. HAMILTON MERRITT M.D., St. Catharines, W. J. GAGE.

- BRANCHES IN PROVINCE OF ONTARIO
- | | | | | |
|------------|----------------|----------------|----------------|----------------|
| Ashurst | Essex | Kenora | Ottawa | Sparta |
| Burg | Fergus | Lindsay | Port Arthur | St. Catharines |
| Andora | Port Hill | London | Port Hope | St. David |
| Ashtwood | Port Frances | Marshall | Port Colborne | St. Marie |
| Bolton | Port William | Nashville | Port Robinson | St. Thomas |
| Brunford | Galt | New Liskeard | Port Robinson | St. Thomas |
| Caledon E. | Hamilton | Niagara Falls | St. Catharines | Thessalon |
| Cobalt | Harrow | Rumertown | St. Catharines | Toronto |
| Cornwall | St. Catharines | St. Catharines | St. Catharines | Toronto |
| Cottam | Ingersoll | St. Catharines | St. Catharines | Toronto |
| Davisville | Jordan | St. Catharines | St. Catharines | Toronto |
| Hik Lake | | St. Catharines | St. Catharines | Toronto |

BRANCHES IN PROVINCE OF QUEBEC.
 MONTREAL.
 BRANCHES IN PROVINCE OF MANITOBA.
 Brandon Portage La Prairie Winnipeg
 BRANCHES IN PROVINCE OF SASKATCHEWAN.
 Balgonie, Broadview, Port Qu'Appelle, Hague, McLean, Moose Jaw, North Battleford, Prince Albert Regina, Rosberry, Wilkie, Wynyard.
 BRANCHES IN PROVINCE OF ALBERTA.
 Athabasca Landing, Bank, Calgary, Edmonton, Lethbridge, Red Deer, Red Deer, Strathcona, Wetaskiwin.
 BRANCHES IN PROVINCE OF BRITISH COLUMBIA.
 Arrowhead, Chase, Cranbrook, Fernie, Golden, Kamloops, Hazelton, New Hazelton, Moyie, Nelson, Port Moody, Vancouver, Victoria, Wilkes, Savings Bank Department

p.c.; ninety days, 3 to 3½ p.c.; and six months, 3¼ p.c.

The clearing house institutions (banks and trust companies) reported in their Saturday statement a loan expansion of \$23,066,000 and cash gain of \$9,300,000—the surplus reserve increasing \$1,787,000. In the case of the banks taken by themselves, the loan expansion was \$18,894,000; the cash gain, \$8,788,000; and the gain in surplus, \$1,484,000. It will be noticed that the flow of funds from the interior to New York shows a slackening tendency.

BORROWING MOVEMENT IN LONDON.

If general business improves as expected the currency movement will probably be down to small proportions in another fortnight. On the other hand the extreme cheapness of money in London and the action of American financiers in borrowing there (referred to in the foregoing text) will have a tendency to weaken the sterling exchange market in New York. The movement to borrow in London has just been begun. In past years, circumstances being favorable, it has attained large dimensions. Then, it is to be remembered that the United Kingdom and the Continent of Europe during the stringency of the past year or so greatly reduced their speculative holdings of American stocks. With the return of easy money conditions and the passing away of political and other scares they will likely repurchase on a large scale. Such repurchases should in the ordinary course of events serve to keep the New York stock market strong and at the same time supply a large amount of sterling bills for negotiation in the New York market. It is believed that the rise in Wall Street since the middle of December took a lot of intending purchasers "off their guard" so to speak.

These parties have since been waiting anxiously for a reaction in order that they may get in advantageously. Up to this week, however, the reactions have not been of much importance.

BANKS' HEAVY LIQUIDATION.

Through the month of December, the banks continued that policy of liquidation which was so noticeable in the November statement, and they maintained at the end of the year the strong reserve position in which they placed themselves during the preceding month, the ratio of liquid assets to liabilities to the public standing at the end of the month at 24.6 per cent. The most notable movement was in connection with Canadian current loans, which, including the loans to municipalities were reduced by nearly 13 millions to \$852,906,548. The loans to municipalities, etc., were themselves reduced by \$4,655,000 to \$30,518,573, the lowest figure at which they have yet appeared since they were first reported separately from the banks' commercial loans. No doubt, this reduction would be in part accounted for by the sale of bonds, but also it appears it may be considered a result of the fact that many municipal elections are held in January, and that as the outgoing council has no authority to bind its successor in regard to temporary loans made in anticipation of collection of taxes, the loans of this kind which run from time to time are at the end of December at a minimum. So that it appears that the December figures of \$30,518,573 represent as nearly as can be ascertained what is the amount of special financing by the municipalities which remains still to be funded.

LARGE GAIN IN CASH HOLDINGS.

Foreign call loans were reduced by about \$6,000,-

ABSTRACT OF THE BANK STATEMENT FOR DECEMBER, 1913

(Compiled by the Chronicle).

	December 31, 1913	November 30, 1913	December 31, 1913	Month's change	Year's change
LIABILITIES.					
Circulation	\$ 108,646,425	\$ 119,497,321	\$ 110,048,357	-\$10,850,896	-\$ 1,401,932
Demand deposits	381,375,509	384,486,046	379,777,219	- 3,110,537	+ 1,598,290
Notice deposits	624,692,326	625,803,150	632,641,340	- 1,110,824	- 7,949,014
Foreign deposits	103,403,085	107,323,009	87,050,132	- 3,919,924	+ 16,352,953
Total liabilities	1,308,766,866	1,330,526,282	1,099,468,691	- 21,769,416	+ 9,288,175
ASSETS.					
Specie	45,423,463	46,616,806	33,780,333	- 1,193,343	+ 11,643,130
Dominion Notes	104,778,358	103,761,863	94,584,484	+ 1,016,495	+ 10,193,874
Deposit in Central Gold Reserve	7,597,066	8,100,000	.....	- 502,934	.....
Securities held	104,398,102	107,753,439	102,140,511	- 3,355,337	+ 2,257,591
Canadian call loans	72,862,971	70,123,101	70,655,661	+ 2,739,870	+ 2,207,310
Foreign call loans	115,984,680	122,380,863	105,952,101	- 6,396,183	+ 10,032,579
Canadian current loans	*852,906,548	*865,888,832	*881,331,981	- 12,982,284	- 23,425,433
Foreign current loans	53,305,388	55,819,280	40,990,126	+ 2,486,108	+ 17,315,262
Loans to municipalities, etc.	30,518,573	35,173,817	.....	- 4,655,244	.....
Total assets	1,551,263,432	1,572,706,192	1,526,081,158	- 21,442,760	+ 25,182,274

*Inclusive of loans to municipalities, etc.

THE ROYAL BANK OF CANADA

INCORPORATED 1869

Capital Paid up \$11,560,000 Reserves \$13,000,000
Assets \$180,000,000

HEAD OFFICE - MONTREAL.

305 BRANCHES THROUGHOUT CANADA

24 Branches in Cuba, Porto Rico and Dominican Republic
Kingston, Jamaica. Bridgetown, Barbados.
Nassau, Bahamas.
Port of Spain and San Fernando, Trinidad.
Santo Domingo, British Honduras.

115 Pica, Eng.
Princes St. L. C.

NEW YORK,
Cor. William & Cedar Sts.

SAVINGS
DEPARTMENT

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

The Dominion Bank

SIR EDMUND B. OSLER, M.P., President
W. D. MATTHEWS, Vice-President
C. A. BOGERT, General Manager

COLLECTIONS, All Over the World

Whether your business is confined to Canada—or you
ship goods to all parts of the world—you will appreciate
the facilities of the Dominion Bank in making col-
lections.

The Branch in London, England, is in immediate
touch with the European financial centres, while
correspondents throughout the world expedite all
transactions.

The Dominion Bank has branches in all sections of
Canada. Manufacturers, Wholesalers and Shippers are
requested to write the Head Office for a complete list
of Branches and correspondents.

9th FLOOR,
Head Office C.P.R. BUILDING, Toronto

THE BANK OF TORONTO

DIVIDEND No. 130.

NOTICE is hereby given that a Dividend of Two and three-quarters Per Cent. for the current quarter, being at the rate of Eleven Per Cent. per annum, upon the Paid-up Capital Stock of the Bank, has this day been declared, and that the same will be payable at the Bank and its Branches, on and after the 2nd day of March next, to Shareholders of record at the close of business on the 13th day of February next.

The Transfer Books will be closed from the Fourteenth to the Twenty-third days of February next, both days inclusive.

By order of the Board,

The Bank of Toronto, Toronto,
January 28, 1914.

THOS. F. HOW,
General Manager.

THE BANK OF NOVA SCOTIA

INCORPORATED 1852.

CAPITAL \$6,000,000.00
RESERVE FUND 11,000,000.00
TOTAL ASSETS \$17,161,929.99

HEAD OFFICE: HALIFAX, N.S.

DIRECTORS

JOHN V. PAYZANT, President. CHARLES ARCHIBALD, Vice-President.
G. S. Crumplell, J. W. Allison, Hector McInnes
Hon. N. Curry, J. H. Plummer, R. E. Harris
James Manchester, Walter W. White, M. D.
General Manager's Office, TORONTO, ONT.
H. A. Richardson, General Manager. D. Waters, Asst. Gen. Manager
Supts. of Branches: J. A. McLeod, Geo. Sanderson, R. Crockett.
Chief Inspector: C. D. Schurman.

147 BRANCHES 147

Branches in every Province of Canada, Newfoundland, Jamaica & Cuba,
UNITED STATES - Boston, Chicago, New York
Correspondents in every part of the World. Drafts bought and sold.
Foreign and Domestic letters of credit issued. Collections on all points.

The Metropolitan Bank

Capital Paid Up - - - \$1,000,000.00
Reserve Fund - - - 1,250,000.00
Undivided Profits - - - 182,547.61

Head Office - - - TORONTO

S. J. MOORE, President W. D. ROSS, General Manager

A GENERAL BANKING BUSINESS TRANSACTED

The Bank of Ottawa

DIVIDEND No. 90.

NOTICE is hereby given that a dividend of Three per cent. being at the rate of Twelve per cent. per annum upon the paid-up capital stock of this Bank, has this day been declared for the current three months, and that the said dividend will be payable at the Bank and its branches on and after Monday, the Second day of March, 1914, to shareholders of record at the close of business on the 16th February next.

By Order of the Board,

GEORGE BURN,
General Manager.

Ottawa, Ont., January 19th, 1914.

000, this amount being almost absorbed in an increase in the foreign current loans of about \$2,500,000, and a \$2,740,000 gain in Canadian call loans. On the other side, there is a shrinkage of just over \$3,000,000 in demand deposits, and a fall of \$1,100,000 in the notice deposits which are some \$8,000,000 lower than at December 31, 1912. Foreign deposits have fallen off for the month, but, on the year there is the important gain of over \$16,000,000.

An important fact made plain by the December statement is the very large gain in the holdings by the banks of gold and Dominion notes last year. It will be seen from the subjoined figures that at December 31, the specie holdings of the banks were \$45,423,463, an increase of \$11,643,130 on December 31, 1912, and the Dominion notes holdings, \$104,778,358, an increase of \$10,193,874. In addition there are the deposits in the Central Gold Reserve, amounting to \$7,597,066, of which \$1,197,066 is in Gold coin and the balance in Dominion notes. So that there was in reality last year an increase of some \$30,000,000 in the actual cash holdings of the banks—a fact which is full of significance and assurance.

OUTLOOK FOR OUR NEW ISSUES IN LONDON.

The fact that early in the present week, the last Dominion loan, issued shortly before Christmas was quoted at 6 $\frac{3}{8}$ premium on the issue price, is a striking indication of the improvement which has taken place in the London investment market since the turn of the year. Moreover, several of our municipal issues have been quickly subscribed, and also are now quoted at substantial premiums. This after a many months' tale of underwriters being compelled to take up large proportions of our offerings is satisfactory enough, and as the keenest observers of financial problems are agreed that a comparatively prolonged period of cheap money has begun in the European markets, it is to be supposed that, if our issues are not pressed too freely that they will continue to be readily taken.

However, cheap money or no, the halcyon days when a fortnight in London was all that was necessary to secure \$500,000 cash on the strength of being the owner of an option on a tract of prairie land have departed, and any promoters who imagine that the present period of an improving monetary situation the world over is likely to provide them with opportunities of disposing of second rate securities, whether in the European or American markets, are likely to be sadly disappointed. "Once bit twice shy" and the foreign investor who has been badly bitten in some of our industrial and other flotations during recent years, is likely to be mighty careful about his security when he ventures again into Canadian investments. Moreover at the present time, both London and New York are chock-full of Canadian applications for capital, and it is certain that where demands are so numerous, only those who can offer the best terms both as to security and interest will be listened to. It will probably be found this year that while both in Europe and the United States, there will be a ready market for high-grade securities offering attractive rates

of interest, such as those of our governments, municipalities and railways, high grade mortgages and soundly-established industrial undertakings, beyond these, offerings will be relentlessly turned down and that consequently at the end of the year, the list of Canadian securities issued will contain a somewhat less proportion of issues of which we have subsequently some reason to be ashamed, than have the offerings of some recent years.

SHARP CONTRACTION IN BANKS' CIRCULATION.

There was a notably sharp contraction in the circulation of the banks during December. At November 30, circulation stood at \$119,497,321, but by the end of the year it had been reduced by nearly \$11,000,000 to \$108,646,425, or nearly \$1,500,000 less than the figures of circulation for December 31, 1912. This December redemption of circulation is unusually heavy, and in fact attains record proportions for the month, the customary experience being that the most notable movement in the way of note-redemption after crop-moving takes place in January. However, the crops were moved and marketed with extraordinary rapidity in 1913, and this accounts for the early redemption. Probably, there was a further reduction in circulation last month, owing to the contraction in business.

At the end of December, six of the banks had circulation outstanding in excess of their paid-up capital, comparing with eleven at December 31, 1912, and eight at December 31, 1911. With one exception these six banks had made deposits in the Central Gold Reserve, the exception being the Provinciale. However, in the case of the Nationale, the Gold Reserve deposit was not large enough to cover the whole of the additional circulation, some of which was accordingly subject to tax. The banks having excess circulation outstanding at December 31 are as follows:—

National	\$277,630	Royal	\$716,686
Provincial	146,923	Standard	207,548
Union	514,179	Ottawa	169,180

DEATH OF CAPTAIN R. D. MACDONNELL.

Captain Richard Doyne Macdonnell, Chief Commissioner of the Trust & Loan Company of Canada, passed away on Wednesday, after a brief illness.

A son of the late Dean of Peterborough (England), Captain Macdonnell served both at home and in the Indian army. In 1891, Captain Macdonnell was appointed an Assistant-Commissioner to the Trust and Loan Company of Canada, with residence at Montreal and Toronto; in 1898, he was promoted a Commissioner with residence at Winnipeg; and in 1912 was appointed Chief Commissioner of the Company and elected to a seat on the Board of Directors.

To Captain Macdonnell's unflagging energy, covering a period of 22 years with the Trust and Loan Company of Canada, the Company owes much of its present prosperity, and his loss will be sincerely felt by all with whom he served.

Captain Macdonnell leaves a widow and one child—a daughter—whilst a surviving brother is manager of the Perth branch of the Bank of Montreal.

National Trust Co.,

LIMITED

CAPITAL	\$1,500,000
RESERVE	1,500,000

Acts as executor and trustee under will.
Administers real estate.
Allows interest on savings deposits.

MONTREAL DIRECTORS

H. B. WALKER,	F. W. MOLSON,
H. J. FULLER,	T. B. MACAULAY
W. M. BIRKS	

Offices:

National Trust Bldg.

153 ST. JAMES STREET
PERCIVAL MOLSON, Manager.

The Royal Trust Co.

ROYAL TRUST BUILDING, 107 St. James St. MONTREAL

Capital Fully Paid	\$1,000,000
Reserve Fund	1,000,000

BOARD OF DIRECTORS:

Rt. Hon. Lord Strathcona and Mount Royal, G.C.M.G., President.
H. V. Meredith, Vice-President.

SIR H. MONTAGU ALLAN,	E. B. GREENSHIELDS A. MACNIDER
R. H. ANGUS	C. R. HOWER DAVID MORRICE
A. BAUGARTEN	SIR W. C. MACDONALD
A. D. BRADTHWAITE	HON. R. MACKAY
H. R. DRUMMOND	SIR T. G. SHAUGHNESSY, K.C.V.O.
C. B. GORDON	SIR WILLIAM C. VAN HORNE, K.C.M.G.
SIR LOUIS GOUIN, K.C.M.G.	

A. E. HOLT, Manager

SAFETY DEPOSIT VAULTS:
Bank of Montreal Bldg., 109 St. James St., Montreal

BRANCHES: Calgary, Edmonton, Ottawa, Quebec, Regina, St. John, N.B., St. John's, Nfld., Toronto, Vancouver, Victoria, Winnipeg.

Montreal Trust Company

Incorporated 1889

CAPITAL	\$500,000.00
RESERVE	\$400,000.00

Our Booklet on Wills contains interesting and valuable information. It will be sent on application.

DIRECTORS

H. S. Holt, President	Hon. N. Curry	E. L. Pease
Robt. Archer, Vice-Pres.	Hon. R. Dandurand	James Redmond
Sir W. M. Aitken, M. P.	F. P. Jones	F. W. Ross
J. E. Aldred	Wm. Nelson Macpherson	Hon. W. B. Ross, K.C.
A. J. Brown, K.C.	C. E. Neill	A. Haig Sims
Fayette Brown	Hugh Paton	James Reid Wilson
Geo. Caverhill		

V. J. HUGHES, MANAGER

142 Notre Dame Street, West.



THE
CROWN TRUST COMPANY
145 ST. JAMES STREET, MONTREAL

Trust Company Service

This Company offers prompt, efficient and courteous service in connection with any matters coming within the scope of a conservative trust company business.

ENQUIRIES ARE CORDIALLY INVITED

Dominion Trust Company

Head Office - VANCOUVER, B.C.

BRANCHES

Vancouver, B.C.	Victoria, B.C.	Nanaimo, B.C.	New Westminister, B.C.
Montreal, Que.	Calgary, Alta.	Winnipeg, Man.	London, England
Charlottetown, P.E.I.	Regina, Sask.	Antwerp, Belgium	

Subscribed Capital	\$2,500,000
Paid-up Capital	\$ 2,167,570
Reserve	\$ 874,412

Acts as executor, trustee, guardian, transfer agent, trustee for bond holders, agent for the investment of funds and in all other trust capacities.

Loans money for clients on first mortgages on improved real estate in amounts not exceeding 50% of conservative valuations, netting the investor 6% to 7 1/2%.

Deals in Municipal and industrial debentures.

W. R. ARNOLD, Managing Director.

PRUDENTIAL TRUST COMPANY

LIMITED

<p>HEAD OFFICE 9 ST. JOHN STREET MONTREAL.</p>	<p style="text-align: center;">Trustee for B-andholders Transfer Agent & Registrar</p> <table style="width: 100%; border: none;"> <tr> <td style="width: 33%;">Administrator</td> <td style="width: 33%;">Receiver</td> <td style="width: 33%;">Executor</td> </tr> <tr> <td>Liquidator</td> <td>Guardian</td> <td>Assignee</td> </tr> <tr> <td>Trustee</td> <td>Custodian</td> <td></td> </tr> </table> <p>Real Estate and Insurance Departments Insurance of every kind placed at lowest possible rates.</p>	Administrator	Receiver	Executor	Liquidator	Guardian	Assignee	Trustee	Custodian	
Administrator	Receiver	Executor								
Liquidator	Guardian	Assignee								
Trustee	Custodian									

Safety Deposit Vault
Term - exceptionally moderate.
Correspondence invited.

B. HAL. BROWN, President and Gen. Manager.

The Trust and Loan Co.

OF CANADA

Capital Subscribed,	\$74,600,000
Paid-up Capital,	2,920,000
Reserve Fund,	1,773,793
Special Reserve Fund	577,000

MONEY TO LOAN ON REAL ESTATE AND SURRENDER VALUES OF LIFE POLICIES.

30 St. James St., Montreal

THE JANUARY FIRE LOSS.

In spite of the cold spell in the middle of the month, the fire record in Canada for January compares fairly favorably with January of last year. The largest reported loss of the month was the Frothingham and Workman warehouse in the Montreal wholesale district, which cost the insurance companies and Lloyds some \$250,000. This fire occurred with the thermometer well below 20 below zero, and like a good many other fires of the month was started by a plumber's torch. On the same day that this fire occurred there were five other considerable fires in Montreal, and a number of lesser outbreaks which brought up the number of alarms for the 24 hours to thirty-two. In point of expensiveness, the Didsbury, Alta., conflagration comes second to the Frothingham and Workman fire, but beyond these only two \$100,000 or over losses are reported for the month. This compares with seven such losses in January, 1912, when also the loss was swelled by the burning of P. Burns' packing factory at Calgary, entailing a \$1,000,000 loss. Six losses of between \$50,000 and \$100,000 were reported for last month against five a year ago.

The following is a list of the principal recorded fires of the month:—

Jan 14	PLACE	RISK	LOSS
1	Montreal	Residences	*\$ 36,500
1	Didsbury, Alta.	Store	12,000
1	Baynes Lake, B.C.	Conflagration	155,000
2	Winnipeg	Stores	14,000
5	Montreal	Store	20,000
6	Montreal	Hardware store	25,000
9	Winnipeg	Stores and hotel	21,000
10	Calgary, Alta.	Clothing store	12,000
10	Hamilton, Ont.	Storehouse and machine shop	20,000
10	Napanee, Ont.	Opera house and hotel	20,000
12	Quebec City	Saw mill and factory	100,000
13	Montreal	Wholesale warehse.	*250,000
13	Montreal	Mill and elevator.	*53,000
13	Montreal	Block of flats	40,000
13	Montreal	Tenements	7,000
13	Montreal	Boller house	15,000
13	Toronto, Ont.	Mnfg. premises	80,000
13	Lewiston, N.S.	Peg factory	50,000
13	Edmonton, Alta.	Store	20,000
13	Granby, Que.	Business block	6,000
13	Belleville, Ont.	Business block	30,000
13	New Westminster, B.C.	Electric car	5,000
14	Listowel, Ont.	Town Hall, etc.	10,000
15	Midland, Ont.	Business block	70,000
16	Sarnia, Ont.	Store	40,000
16	Jollette, Que.	Convent	10,000
19	Outremont, Que.	Kennels	5,000
19	Quebec City	Mnfg. Premises	15,000
20	Toronto, Ont.	Mnfg. Premises	*54,800
21	Montreal	Stores and Athletic Club	*61,000
22	Kingston, Ont.	Hotel	5,000
22	Wynyard, Sask.	Hotel	50,000
22	Sydney, N.S.	Business block	10,000
22	Paris, Ont.	Barns	6,300
25	Keene, Ont.	School	5,000
25	Windsor, Ont.	Stores and hotel	14,000
26	Winnipeg	W'ale warehouse	25,000
26	Calgary, Alta.	Newspaper office	20,000
26	Windsor, Ont.	Store	10,000
27	Tilbury, Ont.	Livery	25,000
27	Burlington, Ont.	Lumber mills	6,000
27	Sandwich, Ont.	Store	6,000
27	Fort Qu'Appelle, Sask.	Residence	6,000
27	Vananda, B.C.	Mining Camp	5,500
28	Sandwich, Ont.	College	30,000
29	Dartmouth, N.S.	School	30,000

* Insurance loss.

MORE TAXATION OF FIRE INSURANCE.

The public-spirited insurance officials who have been lately pushing the fire prevention movement in the Dominion must sometimes be surely tried by the people they are endeavoring to co-operate with. For some time past a campaign has been steadily pushed for the appointment of a fire marshal in Ontario, and now from somewhere or other a bill has made its appearance to go before the provincial legislature. This bill carefully provides that the cost of the fire marshal's office shall be foisted upon the insurance companies by means of an additional tax not exceeding one-third of one per cent. of their gross premiums received in Ontario during the previous year.

Why on earth should the fire companies have this new burden put upon them? Neither they nor their policyholders are the only people who are going to be benefited by the appointment of a fire marshal. If there is any benefit at all from the appointment, the whole public will share it and the whole public should pay for it. It is to be hoped the Ontario legislators will manage to get this elementary idea into their heads before this legislation passes.

GLOBE & RUTGERS FIRE TO ENTER CANADA.

Mr. J. W. Binnie Appointed Manager.

It is announced that the Globe & Rutgers Fire Insurance Company of New York, will enter Canada for business on the 1st March next. The necessary government deposit has already been arranged.

Mr. J. W. Binnie, deputy manager of the "Liverpool & London & Globe" and secretary of the "Liverpool-Manitoba," has been appointed Canadian manager. Mr. Binnie has been with the "Liverpool & London & Globe" for the past eleven years and Manager J. Gardner Thompson greatly regrets the loss of his services. The "Globe & Rutgers" is to be congratulated on having made a most excellent appointment. Mr. Binnie has had about twenty years experience in the business of fire insurance and will, no doubt, render a good account of himself with a company of such high standing as the Globe & Rutgers. Its assets on the 31st December, 1913, exceeded \$8,000,000, with a surplus to policyholders of over \$3,600,000.

Medicine Hat's offering in London this week of £162,900 5 per cent. 40-year debentures at 92 was oversubscribed.

* * * * *

The Huron & Erie Loan & Savings Company will issue immediately \$400,000 paid-up stock at a premium of 100 per cent. to be allotted in the proportion of one new share to ten old shares held on January 26. The dividend will be placed on a straight 12 per cent. basis. After defraying the expenses of management and all other charges and making allowance for actual and possible losses the balance available for distribution for the year 1913 is \$556,179, of which \$184,208 was brought forward from the previous year's account and \$371,970 was the 1913 net profits.

EXPERIENCE IN INVESTMENT

Those who can least afford to lose their money frequently are those who have had the least opportunity for acquiring the knowledge necessary to enable them to invest it safely.

The first consideration should be the safety of their investment. Trustees and Executors are hedged about by legal limitations in the investment of trust funds. They are, however, expressly authorized by law to invest these money in the Bonds of the Canada Permanent Mortgage Corporation. These bonds are, therefore, a most satisfactory security for those who should invest only where their money will be absolutely safe.

These Bonds are available for the smallest as well as the largest investments, as they are issued for one hundred dollars and upwards.

CANADA PERMANENT MORTGAGE CORPORATION

Paid up Capital and Reserve Funds, TEN MILLION DOLLARS,

Toronto Street, TORONTO.

Established 1855

THE HOME BANK OF CANADA

Notice of Quarterly Dividend.

Notice is hereby given that a Dividend at the rate of Seven per cent. (7 p.c.) per annum upon the paid up Capital Stock of this Bank has been declared for the three months ending the 28th February, 1914, and that the same will be payable at its Head Office and Branches on and after Monday, March 2nd, 1914. The Transfer Books will be closed from the 15th to the 28th February, 1914, both days inclusive.

By Order of the Board,

JAMES MASON,

Toronto, January 14th, 1914. General Manager.

CABLE ADDRESS "RYKERT"

E. G. RYKERT & COMPANY
Stocks Bonds and Investments
2½ St. John Street,
MONTREAL.

The Imperial Guarantee

AND ACCIDENT INSURANCE CO., OF CANADA

Head Office: 46 King Street W.,

TORONTO, Ont.

A Strong Canadian Company.

ACCIDENT AND SICKNESS INSURANCE
GUARANTEE BONDS

PLATE GLASS AND AUTOMOBILE INSURANCE

E. WILLIAMS,
General Manager.

FRANK W. COX,
Secretary.

Telephone Main 2540

ROBERT MILLER & CO.

CHARTERED ACCOUNTANTS

Commercial and Municipal Audits and Investigations
Liquidations and Insolvencies.

ROBERT MILLER, C.A., F.C.A., (Can.) C.A. (Scot.)

Cable Address Western Union Co. "Accuracy" Montreal

Quebec Bank Building

MONTREAL

Union Assurance Society Limited

OF LONDON, ENGLAND.

[Fire Insurance since A.D. 1714]

Canadian Branch:

Corner St. James and McGill Streets, Montreal

T. L. MORRISEY, - Resident Manager

Agencies throughout the Dominion.

ROYAL EXCHANGE ASSURANCE

Founded A.D. 1720

Losses paid exceed \$235,000,000

Head Office for Canada

Royal Exchange Building
MONTREAL

ARTHUR BARRY, Manager

Correspondence invited from
responsible gentlemen in un-
represented districts as to fire
and casualty agencies



Head Office: Royal Exchange, London

EDWIN P. PEARSON

AGENT

NORTHERN

Adelaide St. East, Toronto

ASSURANCE CO.

GOVERNMENT, MUNICIPAL AND CORPORATION BONDS

Our list comprises carefully selected offerings of Canadian Municipal, Government and some of the best class of corporation bond issues suitable for the investment of the funds of banks, trust and insurance companies, estates and private investors. The securities we offer combine the two essentials of a satisfactory investment, namely, safety and good interest return.

WOOD, GUNDY & COMPANY.

LONDON, ENGL.

TORONTO, CAN.

METROPOLITAN LIFE'S REMARKABLE RESULTS.

A bulletin issued by the executive of the Metropolitan Life of New York gives the following statement of the new business of the year:—

The year 1913 will, we think, ever be memorable in Metropolitan annals. In the industrial department the increase of weekly premium income reached the unprecedented figure of \$97,235.63. This is far and away the greatest amount ever before made by any company in the world. Its significance is more easily recognized if put on an annual basis—an increase of yearly income of over five millions of dollars—\$5,056,252. In number of policies in force the gain is 863,179. Of this weekly increase about \$9,250 was assumed from the Union Life; so that aside from this our increase was nearly \$5,000 more than the highest record ever made by any company. The record was unprecedented in another respect; it was unpurchased—by which we mean it was not the result of offering prizes or awards of any kind—not even “banquets” being promised; and it was made without urging or nagging or the hurrah methods adopted by other companies to produce large results. No doubt we could have made it \$100,000 by weekly appeals from the home office, in the way of exciting extra efforts and stirring up enthusiasm. We refrained from all such artificial stimuli. The only “extra effort” was the surprise week so gracefully offered to the officers by the superintendents of agencies some months ago. It was a real surprise—the officers knew nothing of it until it was quietly accomplished. It was a genuine token of appreciation by the field of the executive's work in the triennial conventions, and as such was most gratefully appreciated.

In the ordinary departments high-water mark was also reached—\$230,563,693 placed and paid for. Many more millions were written and had to be held back owing to the limitation of the law. We have no doubt that but for this limitation and the consequent relaxing of energy twenty more millions could have been put on the books. We had to suspend issue near the end of November and stop the placing a few days after until we could get accurate reports; and thereafter gradually release business for placing until we reached as near the actual limit as we dared. As it stands, it is safe to say that in the United States and Canada, to which we confine our writing, we placed nearly forty millions more than the next highest company.

The figures are staggering in amount of insurance paid for—\$280,660,196 industrial; \$230,563,693 ordinary—total, \$511,223,889. If the industrial insurance written had been calculated on the rules of previous years it would have been over 50 millions more; in reporting business on ages under 11 we have used for the first time minimum or first year amounts instead of the maximum on which we base our reserves.

SIR FREDERICK WILLIAMS-TAYLOR.

It is announced that Sir Frederick Williams-Taylor, general manager of the Bank of Montreal, has joined the Board of Directors of the Liverpool & London & Globe Insurance Company, Limited, in succession to the late Sir Edward S. Clouston, Bart.

SUN LIFE AND ROYAL-VICTORIA POLICIES.

Full Profits Paid from Date of Re-Assurance—Business has Turned Out Well.

Mr. T. B. Macaulay, managing director of the Sun Life of Canada, in a letter to a Toronto journal, states that full profits are being paid on the Royal Victoria policies re-assured by the Sun, from the date of re-assurance. He says in part:—

“To appreciate the advantage to the Royal Victoria policyholders of the re-assurance of their contracts by the Sun Life, let us consider what their position would have been had the Royal-Victoria continued in business. The statement of that company at 30th September, 1910, showed not only that the whole capital of \$200,000 had been sunk, but that there was a further deficiency of over \$50,000. Not a dollar of profits had ever been paid by the company to its policyholders, and there was little prospect that any ever would be paid. Under the most favorable conditions it would have taken many years to make good the deficiency of over \$250,000, and it was, in fact, doubtful if it ever would be made up.

“Your correspondent is in error when he says that the policyholders forfeited profits for five years after the transfer to the Sun. The clause in the agreement covering this point is as follows:

“Until the 1st day of January, one thousand, nine hundred and sixteen, a separate account shall be kept of the participating policies of the Royal-Victoria company, and the profits accruing to such policies during the period ending on the said date, shall depend upon the profits earned by such participating policies as a class.”

“On account of the heavy initial deficiency which had to be assumed, and the uncertainty regarding the mortality to be experienced, it was deemed advisable to insert his precautionary provision. Its fairness to the policyholders of both the Sun Life and the Royal Victoria is self-evident. The agreement expressly provided that after the expiration of the said five years, the Royal-Victoria policies should receive profits on the same basis as the corresponding policies of the Sun Life.

“I am pleased to say that the business has turned out so well, that the Sun Life has felt justified in paying full profits on the policies from the date of the re-assurance, and as the respective dividend periods have matured, every Royal-Victoria policyholder has received, for the period since the transfer of his policy, profits calculated on the same basis as is used for the Sun Life's own policies.”

PROPOSED NEW WESTERN BANKS.

A bill has been introduced at Ottawa to incorporate a new bank to be known as the Bank of Edmonton. The authorised capital is fixed at \$2,000,000. Intimation is also made from Moose Jaw, Sask., of intention to apply for the incorporation of a bank to be known as the Bank of Saskatchewan. Whether either of these ventures will ever get to the point of starting business remains to be seen. The proposed name of the Bank of Saskatchewan is open to objection as giving the bank an official significance to which presumably it will not be entitled.

The *London Banker's Magazine* monthly compilation of security values shows an increase for January of 1.4 per cent.

Guardian Assurance Company

Limited, of London, England

Subscribed Capital, \$10,000,000 Paid-up Capital, \$5,000,000

Total Assets, over \$33,000,000

Deposited with Dominion Government, over \$600,000

Canadian Branch: Head Office, Guardian Building, MONTREAL.

CANADIAN TRUSTEES

J. O. GRAVEL,

K. W. BLACKWELL,

TANCREDE BIENVENU.

H. M. LAMBERT, Manager.

BERTRAM E. HARDS,

Assistant Manager.



CANADA BRANCH HEAD OFFICE, MONTREAL.

DIRECTORS:

Sir Alexandre Lacoste, M. Chevalier, Esq. William Molson Macpherson, Esq.
T. J. Drummond, Esq.

J. Gardner Thompson, Manager.

J. W. Binnie, Deputy Manager.



Head Office: 112 St. James Street, Montreal

DIRECTORS:

J. Gardner Thompson, President and Managing Director.

J. W. Binnie, Vice-President and Secretary.

Sir Alexandre Lacoste M. Chevalier, Esq. Wm. Molson Macpherson, Esq.
T. J. Drummond, Esq. A. G. Dent, Esq. J. C. Rimmer, Esq. John Emo, Esq.



The Northern Assurance Co. Limited

"Strong as the Strongest"

Accumulated Funds, \$38,800,000

HEAD OFFICE FOR CANADA,
88 NOTRE DAME STREET WEST,
MONTREAL.

G. E. MOBERLY, Supt. of Agencies.

ROBERT W. TYRE, Manager.

"THE OLDEST SCOTTISH FIRE OFFICE"

THE CALEDONIAN

INSURANCE CO. OF EDINBURGH.

Founded 1806.

Head Office for Canada,
DOMINION EXPRESS BUILDING
Montreal

JOHN G. FORTHWICK
Canadian Manager

.. THE ..

London Assurance

CORPORATION

OF ENGLAND.

INCORPORATED BY ROYAL CHARTER A.D. 1720

CAPITAL PAID UP \$2,241,375
TOTAL CASH ASSETS 22,457,415

Head Office for Canada, MONTREAL

W. KENNEDY, W. B. GOLLEY, Joint Managers.

EFFECTS OF THE RECOVERY IN CONSOLS.

One of the striking features of the revival in London, writes a correspondent of the *London Times*, has been the almost spectacular recovery of Consols. They have risen at, for them, a surprising pace. It is hardly too much to say that a week or two ago there were "none so poor as to do them reverence;" they were the jeered-at, despised Cinderellas of the market. The advance of over a couple of points is important in its bearing upon the situation. One has only to consider what this means to the balance sheets of banks, insurance companies, trusts and kindred institutions. During the past year the leading banks have had to write off more than two millions for depreciation of investments; the recovery in Consols, if it is maintained, will restore some at least of this lost paper value. Presiding yesterday at the meeting of the London and Provincial Bank, John Woodrow Cross, referring to the recent depreciation in the "cream" of securities, said that, though Consols at December 31 were left standing in the books of the company a few points above market value, the rise in the past two days had reduced the difference (under £70,000) to a comparatively small amount and created a not inconsiderable surplus in the other securities. And Consols are an index as well as a prominent factor. Where they lead other gilt-edged securities follow.

What this recovery means to our colonial kinsmen may be gathered from the cheering fact that the Victorian loan, issued a day or two ago, was fully subscribed. It would seem as if the long pent-up forces of investment needed very little more encouragement to break forth into a flood of buying. Certain is it that the insurance companies, not to mention others, have an accumulation of funds which they want to place, and which they have so far delayed placing on account of the unsettled state of the world. It looks as if a relatively quiet time were ahead, for the severe setback that syndicalism has experienced in South Africa should tend to check labor upheavals for some time to come.

SASKATCHEWAN'S CONTROL OF MUNICIPAL BORROWINGS.

The Saskatchewan commission to control municipal finance as already announced, has now entered on its duties. The members of the commission are Messrs. A. J. McPherson, formerly chief highways commissioner; S. P. Grosch, formerly city solicitor for Regina; and J. R. Bunn, formerly chairman of the liquor licence commission. The commission, it is said, is made as independent from party control or local interest as it is possible to have it. The members are disfranchised, and debarred from engaging in any business or being interested in any undertaking that could in any way bias their judgment in the matters brought before them. The board will have power to enquire into the merits of any application for permission to raise money by debentures and to grant or refuse such permission; to act as agent for any local authority for selling its debentures or stocks; to manage, notwithstanding anything in the city act or town act, the sinking fund of any local authority which desires to entrust the same to the board for management; to supervise the expenditure of moneys borrowed by local authority under this act; to obtain

from any local authority at any time a statement in detail of its assets and liabilities, and of its revenue and expenditure for any definite period. The board has power to make the fullest enquiry, having all the power of a court to summon and examine witnesses at a time and place set for the hearing. The debentures issued shall require the signature of the chairman or acting chairman of the board. It will be seen from this that the municipalities in Saskatchewan which desire to issue debentures will have to first secure the permission of this government commission. It is expected that under this system the price obtained for debentures will be much better than under the old system.

AN ESTIMATE OF CANADA'S BORROWINGS THIS YEAR.

That Canada's borrowings during 1914 will amount to a minimum of \$355,000,000 is the estimate made by the *Wall Street Journal*. This compares with actual figures of financing through bonds and debenture stock in 1913 of \$373,795,295, including Canadian companies operated abroad, and with \$481,000,000, in round numbers if stock issues be included.

Canadian flotations in London this year are estimated at \$185,000,000, consisting of the following amounts for various groups.

Government loans	\$30,000,000
Municipal	50,000,000
Railroads	50,000,000
Industrial	35,000,000
Mortgage, loan and lumber companies	20,000,000
Total	\$185,000,000

Last year the United States absorbed nearly \$51,000,000 of Canadian bonds, of which slightly over \$22,000,000 were municipals. It seems not unlikely that Canadian bond sales in the United States will approximate those of last year; \$50,000,000 would probably be a conservative estimate. Half of this amount may be municipals, and a considerable percentage railroad equipment issues.

Canada's takings of her own bonds of all classes will probably be somewhat greater than in 1913, when over \$43,600,000 was her investment.

A sharp falling off in industrial issues is looked for this year. Bond and stock financing by industrial and miscellaneous companies approximated \$100,000,000 in 1913, while estimates for the current year are in the neighborhood of \$60,000,000. These estimates may be arranged in table form as follows:

	1914.	1913.
*Loans in London	\$185,000,000	\$255,084,114
Bonds sales in U. S.	50,000,000	50,720,762
Bond sales in Canada	60,000,000	45,603,753
Stock issues	60,000,000	107,000,000
Total	\$355,000,000	\$458,408,629

*Excluding companies operated abroad; that financing amounted, in 1913, to over \$22,000,000, all placed in Great Britain.

CANADA LIFE'S MONTREAL BRANCH.

The Montreal branch of the Canada Life under the management of Colonel E. W. Wilson, has shown a substantial increase in 1913 over previous years, and heads the Company's list of all other branches, in the Dominion for new business written.



**LONDON &
LANCASHIRE
FIRE**
INSURANCE COMPANY
LIMITED

ONTARIO AND NORTH WEST BRANCH
8 Richmond Street, East, **TORONTO**

PROVINCE OF QUEBEC BRANCH
164 St. James St., Cor. St. John St., **MONTREAL**



**LONDON &
LANCASHIRE
GUARANTEE &
ACCIDENT**
C

HEAD OFFICE - - - TORONTO
MONTREAL BRANCH: Thomas F. Dobbin, Resident Secretary, 164 St. James St.
QUEBEC BRANCH: G. E. Sward, Resident Secretary, 81 St. Peter St.
WINNIPEG BRANCH: A. W. Blake, District Secretary, Canada Building, Donald Street.

THE YORKSHIRE INSURANCE COMPANY, LIMITED
ESTABLISHED 1824 **YORK, ENGLAND** ASSETS, \$15,000,000

FIRE INSURANCEOn every description of property at Tariff rates. Large Limits.
LIVE STOCK INSURANCE.The Yorkshire is the FIRST COMPANY, licensed by the FEDERAL GOVERNMENT, to transact Live Stock Insurance.
ACCIDENT INSURANCE.Personal Accident, Employers', Elevator, Teams, General Liability, and Plate Glass.
APPLICATIONS FOR AGENCIES Are invited from responsible persons.

CANADIAN DIRECTORS. } Hon. G. J. Doherty
G. M. Bosworth, Esq. } **Alphonse Racine, Esq.**
Alex. L. MacLaurin, Esq. } **Canadian Manager, P. M. WICKHAM, Montreal.**

The
WESTERN
Assurance Company
Incorporated in 1851

ASSETS over **\$3,000,000.00**

LOSSES paid since organization of Company over **\$56,000,000**

DIRECTORS
W. R. BROCK, Vice-President.
W. B. MEIKLE, Managing Director.

ROBT. BICKERDIKE, M.P.	Z. A. LASH, K.C., LL.D.
D. B. HANNA	E. W. COX
JOHN HOSKIN, K.C., LL.D.	GEO. A. MORROW
ALEX. LAIRD	FREDERIC NICHOLLS [C.V.O.]
AUGUSTUS MYERS	COL. SIR HENRY M. PELLATT,
JAMES KERR OSBORNE	E. R. WOOD

HEAD OFFICE - TORONTO

FOUNDED 1792.
**INSURANCE COMPANY OF
NORTH AMERICA**
PHILADELPHIA, PA.

CAPITAL,	\$4,000,000.00
SURPLUS TO POLICY HOLDERS	8,844,871.95
ASSETS	17,816,188.57
LOSSES PAID EXCEED	159,000,000.00

ROBERT HAMPSON & SON, LIMITED
GENERAL AGENTS FOR CANADA. **MONTREAL**

**LONDON MUTUAL
FIRE INSURANCE CO.**
HEAD OFFICE TORONTO
ESTABLISHED 1859

Assets on December 31st, 1912 - - \$1,012,673.58
Liabilities on December 31st, 1912 - - \$368,334.81
SURPLUS on December 31st, 1912 \$644,338.77
Security for Policy Holders - - \$1,031,161.17

F. D. WILLIAMS,
Managing Director

THE LIFE AGENTS' MANUAL - \$3.00
Published by the Chronicle, Montreal

CAUSES OF UNION LIFE'S SMASH
LIQUIDATOR'S EXHAUSTIVE REPORT—EXTRA-
VAGANT OPERATING EXPENSES AND WILD
FINANCING—DEFICIENCY OF \$1,236,910.

That the Union Life Assurance Company came to grief chiefly through the heavy financial burdens heaped upon its financial resources in an effort to acquire control of other concerns and the exorbitant operating expenses is the conclusion reached by Mr. George T. Clarkson, the permanent liquidator, who has filed his report with Mr. George Kappele, K.C., the official referee, who presided over the investigation ordered by the Dominion Government, at the instance of the English shareholders.

DEFICIENCY, \$1,236,910.

The following is a brief statement of the Union Life's deficiency:—

Capital receipts:		
Contributed by National Agency Co., Ltd., net	\$377,623	
Contributed by British shareholders	789,287	
		\$1,166,910
Deficiency:		
Liabilities of company at time of winding up	\$1,425,000	
Less:		
Realized from sale of assets . \$600,000		
Allowance for good-will 400,000	1,000,000	
		\$425,000
Balance		
Deduct:		
Value of assets in hands of liquidator, say 10,000		
Allowances to reinsuring policyholders by Metropolitan Life Insurance Company 345,000	355,000	
		70,000
Net deficiency		\$1,236,910
Total loss		
Attributable to:		
Expenses on sale of shares sold		
England	\$170,190	
Losses on investments	420,000	
Excess operating costs \$1,391,720		
Less:		
Benefits allowed for good-will 745,000		
Net operating loss	646,720	
		\$1,236,910

The liquidator states that the Union Life in its twelve years of existence had a net operating loss of \$646,720 and a total loss of \$1,236,910. Of this amount the Union Life lost \$420,000 by means of ill-judged investments, attributed by the report principally to H. Pollman Evans, the fountain head of the concern. The expenses on the sale of shares to English investors cost \$170,190 for stock subscribed to the amount of \$789,287. The liabilities of the company at the time the winding-up order was issued totalled about \$1,425,000, but the net operating loss of the company was subsequently reduced to \$646,720 by the sale of good-will and approximate benefits obtained by reinsuring the policyholders in the Metropolitan Life Insurance Company of New York.

MR. EVANS' BIG REVENUE.

That H. Pollman Evans profited to the greatest extent was shown by the statement that in twelve years his total revenue amounted to \$175,664 from the National Agency Company, the Union Life Company, the Canada Investment Corporation, the Home Life Assurance Company, the National Credit Clearing Company, the Agency Land & Security Company

and the National Land & Fruit Packing Company. From 1902 till 1913 his revenue from the Union Life Company amounted to \$92,827.18. His greatest haul was in 1912, when the report credits him with obtaining \$52,357 from the Agency & Land Security Company, and \$15,034 from the National Land & Fruit Packing Company, making a total for the year, along with a few other incidental receipts, of \$79,146.

AN EXTRAORDINARY AGREEMENT.

Respecting the provision made by the directors of the Union Life Company to obtain capital and an agreement with the National Agency Company, under the terms of which the latter subscribed for \$982,500, being the whole capital stock of the Union Life Company (exclusive of \$17,500 stock held by the directors) the Agency Company agreeing to pay \$100,000 as a premium upon the stock paid for, the liquidator states:

"The Union Life Assurance Company on its part appointed the National Agency Company, Limited, its managing agent and agreed to pay it by way of commission a proportion of its gross premium income amounting to about ten per cent. thereof. According to the evidence adduced it was never intended that the National Agency Company, Limited, should in fact act as managing agent of the Union Life Assurance Company or perform any duties as such, the Union Life continuing to perform these duties, and it is admitted that the agreement was entered into principally, if not solely, for the purpose of providing the National Agency Company with an income out of which it could pay dividends and thus place it in a position where being able to show so-called profits it could sell its own shares to the public and from the proceeds make payments to the Union Life Assurance Company sufficient to meet the necessities of that company.

"From the standpoint of the Union Life Assurance Company the agreement (apart from its peculiar character) was, generally speaking (at least until 1910, when that Company procured a large amount of money from the sale of stock in England) beneficial, in that the Union Life Assurance Company received, according to the evidence approximately \$377,623 more than it paid to the National Agency Company, Limited, as commission on its gross premium income.

"While the Union Life Assurance Company and the National Agency Company, Limited, were in fact separate legal entities, yet it is agreed on all hands that throughout the period in question the two companies were conducted as one for the purpose of promoting the insurance undertaking carried on in the name of the Union Life, the function of the National Agency being to secure from the public capital which could not be obtained direct by the Union Life because it was not in a position to show profits and declare dividends. For this purpose the agreement mentioned above provided for the payment to the National Agency Company of the commission above mentioned.

"Practically the only sources of income to the National Agency Company were: (1) The moneys received by it from its shareholders in payment of principal and premium on shares, and (2) the moneys allotted to it by the Union Life as commission for acting as managing agent, which services it did not perform.

COMMERCIAL UNION

ASSURANCE COMPANY LIMITED
of LONDON, England

(As at 31st December 1912)

Capital Fully Subscribed . . .	\$14,750,000
Capital Paid Up	1,475,000
Life Fund, and Special Trust Funds,	68,056,830
Total Annual Income exceeds	39,500,000
Total Funds exceed	118,000,000
Total Fire Losses Paid	155,780,559
Deposit with Dominion Government	1,284,327

APPLICATIONS FOR AGENCIES SOLICITED
IN UNREPRESENTED DISTRICTS.

Head Office: Canadian Branch:—

**Commercial Union Building,
MONTREAL**

J. McGREGOR,
Manager

W. S. JOPLING,
Assistant Manager

PALATINE

INSURANCE COMPANY LIMITED
of LONDON, England

(As at 31st December 1912)

Capital Fully Paid	\$500,000
Fire Premiums 1912, Net	\$2,421,745
Interest, Net	127,350
Total Income	\$2,549,095
Funds	\$4,000,000
Deposit with Dominion Gov't	\$105,666

In addition to the above there is the further guarantee of the Commercial Union Assurance Company Limited, whose Funds exceed \$118,000,000

APPLICATIONS FOR AGENCIES SOLICITED
IN UNREPRESENTED DISTRICTS.

Head Office: Canadian Branch:—

**Commercial Union Building,
MONTREAL**

J. McGREGOR,
Manager

W. S. JOPLING,
Assistant Manager

SUN INSURANCE OFFICE

FOUNDED A.D. 1710.

Head Office:

Threadneedle Street - London, England
The Oldest Insurance Office in the World

Surplus over Capital and all Liabilities exceeds
\$10,000,000

Canadian Branch:

15 Wellington Street East, Toronto, Ont.
H. M. BLACKBURN, Manager

This Company commenced business in Canada by depositing \$300,000 with the Dominion Government for security of Canadian Policy-holders.

ESTABLISHED 1809

Total Funds Exceed **\$109,798,258.00** Canadian Investments Over **\$9,000,000.00**

FIRE AND LIFE

North British and Mercantile

INSURANCE COMPANY

DIRECTORS
A. MACNIDER, Esq., Chairman CHAS. F. SISK, Esq.
G. N. MONCEL, Esq. WM. MCMASTER, Esq.

Head Office for the Dominion:

80 St. Francois Xavier Street - MONTREAL.
Agents in all the principal Towns in Canada.
RANDALL DAVIDSON, Manager.

ANGLO-AMERICAN

FIRE INSURANCE COMPANY

MONTREAL-CANADA

FIRE INSURANCE COMPANY

General Manager, H. H. BECK

Montreal Office:

50 Notre Dame St. West. DULUTH BUILDING.

INSURANCE

Phoenix of Hartford Company

Total Cash Assets : \$11,404,634.19
Total Losses Paid : 70,700,545.46

J. W. Tatley, Manager.
MONTREAL.

Applications for Agencies Invited.

The LIFE AGENTS MANUAL, \$3.00
THE CHRONICLE - MONTREAL

UNWARRANTED DIVIDENDS.

"It is a matter open for consideration whether under these circumstances the payment by the National Agency Company of dividends to its shareholders, when no profits were actually earned by the insurance undertaking which was being conducted by these two companies, was warranted and whether it was reasonable and proper under the conditions then existing that shares should have been offered and sold to the public without the fullest disclosure of the facts above stated."

Referring to the result of the agreement on the financial statements of both companies, Mr. Clarkson points out that the National Agency Company was able to present a statement to the public indicating that it was in a flourishing condition, and with the payment of ten per cent. dividends, its shares were made to appear an attractive security and saleable. The Union Life Assurance Company on the other hand, by applying, as income, the sums received from the National Agency Company on premium account, was able also, so long as these contributions continued to the extent necessary to meet excess expenditures, to show apparently an unimpaired capital and a business which, if returning no profit, was at least maintaining itself while it was being established.

SIR FELIX SCHUSTER'S VIEWS ON OUTLOOK.

Sir Felix Schuster, the well-known London banking authority, addressing the shareholders of the Union of London & Smith's Bank recently, said that the impending demands for money from the East of Europe and from other countries outside Europe appeared yet to be great. Thus money would still be in request, and the proceeds of such issues should in many instances give a renewed stimulus to trade. If in certain directions the outlook was not so hopeful, in others new opportunities might arise.

Several vast enterprises which had made great demands on the money markets of the world, such as the Panama Canal and the transcontinental railways of Canada, were approaching completion, while the demands of the newer countries, and especially our Colonies, had been mainly for productive purposes.

Thus, even if a reaction took place, he saw no reason to apprehend that it would be of long duration unless unexpected political events occurred. If only industrial, as well as international, peace was maintained, he looked forward to a further development of international commerce, and, with it, that of the United Kingdom.

Sir Felix stated that he adhered to the opinion, expressed by him six months ago, that the return of cheaper money, with possible relaxation of trade demands, the attention of investors in Great Britain would be principally directed to home securities, which now afforded such attractive yields.

Mr. T. G. McConkey, superintendent of agencies, Canada Life Assurance Company, Toronto, spent a few days in the city this week. Mr. McConkey states that the business outlook for 1914 throughout the Dominion is very encouraging.

DOMINION TRUST COMPANY'S GOOD REPORT.

The annual report of the Dominion Trust Company to be submitted to the annual meeting to be held on February 24, states that 1913 showed the greatest and most substantial growth of business accomplished in any year in the Company's history. The amount of Trust Funds invested and estates and other trusts administered was more than doubled during the year, reaching at December 31 last, \$13,480,222. During the year branches were opened in Winnipeg, Halifax and Charlottetown, while many agencies were established throughout the eastern provinces.

Net revenue for the year was \$223,527. The 8 per cent. dividend absorbed only \$164,304, leaving the largely increased balance of \$74,413 to be carried forward. The assets now amount to \$5,416,456, and the Company's trusteeships for bondholders are \$26,518,000.

FIRE LOSSES LARGELY PREVENTABLE.

Mr. J. B. Laidlaw, Canadian manager of the Norwich Union Fire Office, in a recent address at Toronto, said it is generally thought that arson is responsible for a large number of fires. The most careful investigation would seem to indicate that this is a mistake, and that not ten per cent. of the fires are strictly traceable to incendiarism, including that of insane persons. The losses arise chiefly from carelessness and bad construction, and are largely preventable. At one time epidemics were thought to be a visitation of Providence. When it was discovered that there was a cause, epidemics have been stopped. Every fire is a warning of a cause, just as a typhoid fever patient is a warning of bad sanitary conditions. When this is recognized more generally there will be more co-operation to stop the fire loss.

The business of to-day is carried on largely on credit, and to have credit there must be confidence. That confidence is largely inspired by the guarantee of fire insurance. No bank would make advances nor a loan company loan its money unless the property which is the basis of the security was protected against fire. The debentures of a city could not be sold unless it were recognized by investors that the city was well built and well protected, and was adequately insured. The values of real estate are maintained and the permanence of employment guaranteed by modern fire insurance, and so it can be claimed that insurance giving confidence to the business world, is one of the foundation stones upon which the modern commercial fabric has been erected.

MR. A. J. RELTON HERE.

Mr. A. J. Relton, manager, Guardian Assurance Co., Ltd., London, England, arrived this week at Montreal, where he will spend a few days, visiting the Head Office for Canada. He is no stranger in the Dominion, frequent visits having made him very familiar with fire and other insurance conditions in Canada.

Mr. Relton, whose reputation as a conservative underwriter of great experience is well known, will most probably visit some Western points before returning to England. Under the management of Mr. H. M. Lambert, the Guardian's large Canadian business continues to show steady expansion, while the Company enjoys a prestige and popularity hard to be excelled.



The Employers' Liability

Assurance Corporation Limited

" " " OF LONDON, ENGLAND " " "

TRANSACTS:

Personal Accident, Health, Liability,
Fidelity Guarantee and Fire Insurance.

Most Liberal Policies Issued

Offices: MONTREAL, TORONTO

Managers for Canada, GRIFFIN & WOODLAND.

JOHN JENKINS, Fire Superintendent.

Canadian
Government
Deposit : : :

\$1,021,187

STANDS FIRST
in the liberality of its Policy Contracts, in financial strength, and in the liberality of its loss settlements

THE CANADA ACCIDENT ASSURANCE COMPANY

HEAD OFFICE: Commercial Union Building, MONTREAL

CAPITAL \$500,000.00

Personal Accident, Sickness, Plate-Glass, Guarantee and Liability Insurance.

Board of Directors:

S. H. EWING, President J. S. N. DOUGALL, Vice-President
HON. N. CURRY, JAMES MCGREGOR, J. K. OSBORNE, T. H. HUDSON
T. H. HUDSON, Manager.

TORONTO:
Traders Bank Building

VANCOUVER

WINNIPEG

MONTREAL
Merchants Bank Building

FOUNDED 1871

The OCEAN ACCIDENT & GUARANTEE CORPORATION, Limited of LONDON, England

Accident, Health, Employers' Liability, Guarantee and Plate Glass Insurance
UNRIVALLED SECURITY LIBERAL POLICIES

ASSETS EXCEED - - - \$11,250,000
CLAIMS PAID, over - - - \$45,000,000

Canadian Head Office - - - - - TORONTO, Ontario

CHARLES H. NEELY, General Manager for Canada and Newfoundland

The CANADIAN RAILWAY ACCIDENT INSURANCE COMPANY,

112 ST. JAMES STREET, MONTREAL, CANADA

All classes of Personal Accident and Health Insurance, Employers' Liability, Elevator Liability, Teams Liability and Automobile Insurance.

LOWEST RATES CONSISTENT WITH SAFETY.

All Policies Guaranteed by The Liverpool and London and Globe Insurance Co., Limited.

ASSETS OVER FIFTY-SIX MILLION DOLLARS.

"THE MOVING FINGER WRITES—"

(By J. L. Kenway.)

Would not old Omar Khyyam have made a first-class insurance agent, if he lived in these days of achievement and energy and if he could, under these altered circumstances, spend less time with the three things that had formerly made life pleasant to him—wine, woman and song? True, he might indulge in a very beautiful and uplifting strain of melody about the merits of his Company, about the inevitableness of death and about the virtues of the plan of insurance he was proposing for his prospect's benefit—he might even utilize his extensive knowledge of the fair sex in persuading the wife that her husband should protect her with life insurance—but he would find that his best arguments lacked force and conviction if they were not presented with the clarity and persuasiveness that only come from a clear and well balanced mind.

Now, in these later days, business men eschew, especially in business hours, any indulgence in alcoholic stimulants—but how frequently the agent carries with him on his calls and in the pursuit of his clients a mind that is not clear and untroubled, a purpose that is not direct and unswervable, because he is not giving his whole attention and devotion to the work he has in hand. The great Henry B. Hyde, to whose knowledge of and zeal for true life insurance every man in our calling must take off his hat, often said "this one thing I do." He was the Equitable Life personified—a living rate book bound up in coat and trousers.

Every Company wants its agents to give their undivided time to their work; to think, eat and sleep with the feeling that their life work is to bring the uninsured man into the fold of their own company; and to have the comforting knowledge at the close of each year that the list of their policyholders is larger than it was the year previous. Then, in his maturer years, he can sit with friend Omar under his vine and fig tree and enjoy with a mind free from all care (because a renewal account is automatically collected) the wit and wisdom of the famous, the eloquent and the learned of all generations.

AN ENGLISH LIFE NOVELTY.

The Anchorage Life Association, which has just issued its prospectus in London, has some features savouring of novelty. One of its chief medical referees is a lady doctor, and it proposes to have a special scheme for the insurance of women with women representatives in the field and women medical examiners, while it is also stated that the directors have reserved the power to invite two influential women to join the Board of the Association. Children's endowments, a house purchase scheme and an easy payment plan are also to be put into operation. However, these ideas do not prejudice the London *Economist* in the new company's favour, for in reviewing the prospectus, the *Economist* caustically remarks:—"The prospectus puts forward nothing which would suggest to the reader that the company has the slightest chance of entering the field of life assurance in successful competition with offices whose established position is the work of years, and the subscriber to the shares must regard the investment as a million to one chance of losing the greater part of his money."

THE AGENT'S CAPITAL.

At the beginning of the year an agent is very apt to get the feeling that, as he has before him a whole year before there is another round-up of the Company's business, he need not for a while take things very seriously. A Life agent is in a particularly unsafe position in this regard, for he is not tied down to fixed hours and regular habits as are most men. He can fix his own hours for working and he can quit when he chooses. Also, he can concentrate his whole energy on his efforts or he can go about it so indifferently as to forfeit all chance of making his canvass a success.

Would it not be a good idea for the Life agent to sit down and think over what he proposes to do with his time in the coming year?

When a merchant goes to the *Saturday Evening Post* and pays over \$4,000 for a page in one issue, he gets for his money a blank space. Then it is up to him as to how he fills that space. He may do it so as to get big returns, or his work may be so poor as to involve the loss of practically his whole outlay.

Similarly, the Life agent has now at his disposal 300 working days in 1914. It is up to him whether he will start in at once and get full value out of them or whether he will waste a number of them before getting under way. Each day is as good as every other day, but when it is past it is gone forever.

Why not liken the 300 days of 1914 to so much capital, so many equal sums of money which are to be spent, wisely or wastefully as the agent may determine?

If you will take that point of view and start at once on a wise expenditure of your capital—in other words, your time—we are willing to guarantee that your accomplishment in 1914 will be greater than you had thought possible.—*Life*. (Canada Life).

METROPOLITAN BANK'S DEPOSITS.

At the annual meeting of the Metropolitan Bank, Mr. W. D. Ross, the general manager, said that while the deposits of the bank were somewhat smaller than at the close of 1912, this was entirely due to the withdrawal of certain special deposits which it was known in advance would be withdrawn during the year. The actual number of current accounts had increased by more than 300 in 1913, and those in the savings department had increased by more than 2,000. This is a notable fact, in a year of general business depression. That 2,000 new savings accounts should be opened when so many men were out of work speaks well for the thrift of the people.

Mr. Ross also referred to the frequent criticism of the alleged large earnings of the banks, and pointed out that the English banks' earnings are at a considerably higher level than those of the Canadian banks, but in England, instead of being criticised the banks are regarded with respect as useful institutions of service to the public.

Toronto Railway's report shows gross earnings of \$6,049,018; operating charges, \$3,123,308; net earnings, \$2,925,710. The surplus available for dividends was \$1,647,198 as compared with \$1,448,458 in the previous year, and equal to 14.9 per cent. on the common stock. Total surplus is \$4,461,995.

THE BRITISH AMERICA ASSURANCE COMPANY

Incorporated : 1833.

HEAD OFFICE : TORONTO

Old Reliable Progressive
Assets over - - \$2,000,000.00
Losses paid since organization over - - \$36,000,000.00

DIRECTORS :

W. R. BROCK, Vice-President

ROBT. BICKERDIKE, M.P.
 E. W. GOX
 JOHN HOSKIN, K.C., LL.D.
 D. B. HANNA
 ALEX. LAIRD
 Z. A. LASH, K.C., LL.D.

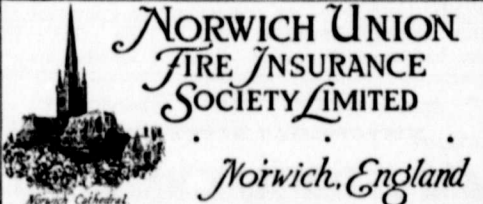
W. B. MEIKLE
 GEO. A. MORROW
 AUGUSTUS MYERS
 FREDERIC NICHOLLS
 JAMES KERR OSBORNE
 COL. SIR HENRY M. PELLATT

E. R. WOOD

W. B. MEIKLE, General Manager E. F. GARROW, Secretary

EVANS & JOHNSON, General Agents

26 St. Sacramento Street : : MONTREAL



NORWICH UNION FIRE INSURANCE SOCIETY LIMITED
Norwich, England

INSURANCE AGAINST:
FIRE ACCIDENT AND SICKNESS
EMPLOYERS' LIABILITY PLATE GLASS
 Head Office for Canada TORONTO
 Head Office for Province of Quebec, MONTREAL
 Agents wanted for the Accident Branch.
 JOHN MacEWEN, Superintendent for Quebec.

Fire Agents' Text Book, by J. Griswold, \$2.00
THE CHRONICLE MONTREAL

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

Phoenix Assurance Co. Ltd.

OF LONDON, ENGLAND. (Founded 1782)

FIRE LIFE

TOTAL RESOURCES, over \$78,500,000.00
 FIRE LOSSES PAID 425,000,000.00
 DEPOSITS with Federal Government and Investments in Canada, for security of Canadian policyholders only, exceed 2,500,000.00

AGENTS WANTED IN BOTH BRANCHES. Apply to
R. MacD. Paterson, Managers.
J. B. Paterson,

100 St. Francois Xavier St. - Montreal

Established 1864.

New York Underwriters Agency.

A. & J. H. STODDART REGISTERED
 100 William Street, NEW YORK

PROVINCIAL AGENTS.

MURPHY, LOVE, HAMILTON & HANCOCK, Toronto, Ont.
 OSLER, HAMMOND & NANTON, Winnipeg, Man.
 ALFRED J. BELL, Halifax, N. S.
 AYRE & SONS, LTD., St. John's, Nfld.

JOHN. WM. MOLSON & ROBERT Y. HUNTER, Montreal, Que.
 WHITE & CALKIN, St. John, N. B.
 EDMUND T. HIGGS, Charlottetown, P. E. I.

T. D. RICHARDSON, Supt. for Canada, TORONTO

L'UNION

FIRE INSURANCE COMPANY, Limited

Head Office : PARIS, France.

Established 1828

Capital fully subscribed \$ 2,000,000.00
 Net Premiums in 1912 . . . 5,303,255.00
 Total Losses paid to 31st Dec., 1912 86,000,000.00

Canadian Branch :

94 NOTRE DAME ST. WEST, MONTREAL

Manager for Canada :

MAURICE FERRAND

BRITISH COLONIAL FIRE INSURANCE COMPANY

Office : ROYAL BUILDING, 2 Place d'Armes, - Montreal.

STRONG AS THE STRONGEST

Agents wanted in Unrepresented Districts

President : HON. C. E. DUBORD,

Director and Secretary : THEODORE MEUNIER

Manager : H. W. THOMSON.

INSPECTORS.

GAVIN BROWNE, Jr., 51 Yonge Street, Toronto, Ontario.

R. T. BROWN, P. O. Box 849, Regina, Sask.

B. A. CHARLEBOIS, P. O. Box 208, Montreal, Que.

SASKATCHEWAN'S NEW INSURANCE ACT.

The new Insurance Act which was passed at the last session of the Saskatchewan Legislature becomes effective on February 15th. Heretofore only fire companies were dealt with in the legislation of that province, but the new Act covers all branches of the business.

Hereunder we give a synopsis of its important features:—

LICENSES TO BE GRANTED.

A license may be granted to a company to carry on the business of

- (a) Life insurance in all its branches; or
- (b) Fire, storm, cyclone, tornado, inland marine, inland transportation and sprinkler leakage; or
- (c) Hail insurance; or
- (d) Plate glass, live stock, explosion, steam boiler, burglary, theft, automobile and vehicle, employers' liability, guarantee, accident, and sickness insurance; or
- (e) Mortgage, investment and title insurance, and any other kind of insurance not included in any of the foregoing groups.

A company may be licensed for one or more groups on the payment of a supplementary license with the exception of group (a). The fees imposed are: Group (a), \$200; (b), \$200; (c), \$100; (d), \$100; (e), \$50. Fee for supplementary license, \$50 for each additional group.

POWER OF ATTORNEY AND DEPOSITS.

When filing application for initial license power of attorney for service must be vested in the superintendent of insurance. Certain requirements are necessary should action be taken against any company which will prevent a snap judgment being rendered against the company.

DEPOSITS.

Not only the companies but certain fraternal as well are required to deposit securities with the minister. Every company, if provincial, shall keep on deposit \$5,000; but if a foreign company, \$10,000, except a plate glass company, which shall deposit \$3,000. Every benevolent, provident, industrial or co-operative society transacting life insurance, including sickness and funeral benefit insurance, whose head office is outside of Canada, must deposit \$10,000, but if transacting only sickness and funeral benefit insurance, or one of them, the deposit is \$2,000.

Every mutual fire, or fire and inland marine company insuring mercantile or manufacturing risks, shall deposit \$5,000, and every cash mutual fire or fire and inland marine insuring mercantile or manufacturing risks, \$5,000.

Companies underwriting hail insurance, whose head office is in Canada, must make a special deposit of \$5,000; but if incorporated outside of Canada, \$10,000. Dominion licenses are exempt in the matter of deposits.

RESIDENT AGENTS' CLAUSE.

At the earnest solicitation of the agents in the province a resident agents' clause has been incorporated in the Act to protect them against the excessive overhead writing that has been going on in the province. The clause reads:—

"No fire insurance company not incorporated under the laws of this province, licensed under this Act, shall make, write, place or cause to be made, written or placed, any policy, duplicate policy or contract of insurance upon property, real or personal, situate in Saskatchewan or described in any policy, duplicate policy or contract of insurance as situate in Saskatchewan except after the said risk has been approved by an agent who is a resident of this province and holding a certificate of authority from the superintendent and who shall sign or countersign all policies so issued and make a record of the same on books provided for that purpose and receive the commission (or any part thereof) when the premium stipulated in such policy or contract of insurance is paid.

"Nothing herein shall be construed to prevent any such insurance company, licensed under this Act, from issuing policies at its principal or branch office covering property situate in this province, provided that such policies are issued either upon application procured and submitted to such company by resident authorized agents or else after being signed or countersigned by a resident authorized agent.

MUST NOT SIGN BLANKS.

"(1) No provision of this section is intended to or shall apply to direct insurance covering the rolling stock of railroad corporations or property in transit which is in the possession and custody of railroad corporations or other common carriers, nor to movable property of such common carriers used or employed by them in their business as common carriers.

"(2) No resident agent holding a certificate of authority shall sign any blank policy of insurance.

"(3) Any fire insurance company which issues a policy save as hereinbefore mentioned in this section shall be liable to a penalty of not less than one hundred dollars and not more than three hundred dollars for each policy so issued; and failing payment of the said penalty upon request of the minister, its license shall be cancelled."

CERTIFICATES OF AUTHORITY.

After February 15th, every person engaged in the business of insurance must hold a certificate of authority from the superintendent of insurance.

The clause reads: "The term 'agent' shall include an acknowledged agent, or any other person who shall in any manner aid in transacting the insurance business of any insurance corporation or company and shall also include any broker whose business in whole or any part is to negotiate for and place risks either on property situate and located in the province and to deliver policies covering the same and collect premiums therefor, or to negotiate for or place other contracts of insurance.

"(1) No person, firm or corporation shall act as agent for any insurance company or corporation in the transaction of any insurance business in this province, or negotiate for or place contracts of insurance for any such company or corporation, or in any way or manner aid such company or corporation in effecting insurance in this province unless he shall have obtained from the superintendent of insurance a certificate of authority to negotiate in the business of insurance."

MUST BE RESPONSIBLE.

"Provided that nothing in this subsection shall be construed as preventing any person, firm, or corpora-

BRITISH AND CANADIAN UNDERWRITERS

of NORWICH, ENGLAND,
ISSUING POLICIES OF THE

Norwich Union Fire Insurance Society
Limited, of NORWICH, ENGLAND.

AGENTS WANTED AT ALL POINTS IN THE DOMINION.

Head Office for Canada, TORONTO
Head Office for Province of Quebec, MONTREAL

JOHN MacEWEN, Superintendent for Quebec

MOUNT ROYAL ASSURANCE COMPANY

AUTHORIZED CAPITAL . . . \$1,000,000

HEAD OFFICE: . . . MONTREAL

President, Hon. H. B. Rainville : Vice-President, J. M. Wilson
J. E. CLEMENT, Jr., General Manager
Responsible Agents wanted in Montreal and Province of Quebec

The Equity Fire Insurance Co. TORONTO, CAN.

WM. GREENWOOD BROWN, General Manager

GENERAL AGENTS:

A. B. Powell, Interim Branch Manager, Montreal
Brown Clarke Agency, Winnipeg
Young & Lowry, Sydney, B.C.
McCallum, Hill & Co., Regina.
Faulkner & Co., Halifax,
W. S. Holland, Vancouver
Geo. A. Lavis, Calgary
J. M. Queen, St. John, N.B.

YOUR CARD

As a representative of the "Oldest Life Insurance Company in America" will prove your best introduction.

THE MUTUAL LIFE INSURANCE COMPANY OF NEW YORK

Impregnable Strength

Incomparable Dividends

Maximum Benefits

Minimum Net Cost

FOR TERMS TO PRODUCING AGENTS, ADDRESS:

George T. Dexter

2nd VICE PRESIDENT

34 Nassau Street New York, N.Y.

THE LAW UNION & ROCK

INSURANCE CO. LIMITED, LONDON. Founded in 1809
Assets Exceed - \$47,500,000

Over \$10,500,000 invested in Canada.
FIRE and ACCIDENT RISKS accepted.
Canadian Head Office: 112 St. James Street, Corner Place d'Armes
MONTREAL.

Agents wanted in unrepresented towns in Canada.
W. D. AIKEN, Superintendent, Accident Dept.
J. E. E. DICKSON, Canadian Manager

THE DOMINION OF CANADA GUARANTEE AND ACCIDENT INSURANCE COMPANY

ACCIDENT INSURANCE SICKNESS INSURANCE GUARANTEE BONDS

PLATE GLASS INSURANCE BURGLARY INSURANCE

THE OLDEST AND STRONGEST ACCIDENT INSURANCE COMPANY

MONTREAL
J. E. ROBERTS, President.

OFFICE
WINNIPEG
TORONTO
C. A. WITHERS, General Manager.
E. ROBERTS, Manager, Montreal Branch.

CALGARY VANCOUVER
J. L. TURQUAND, Secretary-Treasurer.

Fire Agents' Text Book, \$2.00

by J. Griswold,

THE CHRONICLE - MONTREAL

The LIFE AGENTS' MANUAL

PRICE, \$3.00

Published by The Chronicle, Montreal

tion from acting as an agent pending the application for a certificate of authority and the consideration of such application by the superintendent.

"(2) Such certificate of authority shall be applied for on a form prescribed by the superintendent and may be issued to such person, firm or corporation on the approval of the application by the superintendent and the payment of the prescribed fee.

"(3) Every person authorized and acting in this province as agent of any insurance company or corporation who receives or collects any premium moneys as such agent, shall be responsible in a trust or fiduciary capacity to such company. Such premium moneys shall not be retained when paid to him by the assured over and beyond the term stipulated in his agency contract or agreement under penalty imposed under section 72, subsection 1.

CERTIFICATE MAY BE REVOKED.

"(4) Any certificate of authority issued in accordance with this section shall be revoked or suspended by the superintendent if, after due investigation or the hearing before him of his duly accredited agent, he determines that the holder of such certificate has violated any provision of the Insurance Act of 1910, or of this Act; that the agent has solicited or issued any policy of insurance other than policies of companies duly licensed in Saskatchewan; or that he is incompetent and untrustworthy to transact the business of insurance for which such certificate of authority shall have been granted.

"(5) The holding of a certificate of authority from the superintendent of insurance to transact the business of insurance shall, *ipso facto*, exempt the holder of such certificate from any license fee for the transaction of insurance imposed by any city, town, village or municipality within Saskatchewan."

Policies of insurance issued by any such underwriters' agency, or underwriters, must bear the name of the principal, guaranteeing or managing company in a conspicuous and prominent manner, such policy form to be approved by the superintendent.

In connection with the fees of companies the new Act reads to the effect that each company shall pay to the superintendent the following fees:—

- (a) For recording and filing in the office of the superintendent the documents required by section 16 of this Act, \$50;
- (b) For initial license to do business or renewal thereof:
 - (1) Life insurance (group a) \$200
 - (2) Fire insurance (group b):
 - In case of provincial company 100
 - In case of foreign company 200
 - In case of underwriters' agencies 100
 - (3) Hail insurance (group c) 100
 - (4) Transaction of insurance under (group d) 100
 - (5) Transaction of insurance under (group e) 50
- (c) For supplementary or additional license 50
- (d) Mutual Fire Companies:—
 - In case of provincial companies 25
 - In case of foreign companies 50
- (e) Friendly Societies:—
 - Transacting life insurance, including sickness and funeral benefit:—
 - Where head office is in Canada 100
 - Where head office is outside Canada 200

If transacting only sickness and funeral benefits insurance:—

- Where head office is in Canada 25
- Where head office is outside Canada 50

(f) Certificate of authority:—

- In case of fire insurance:—
 - In cities 20
 - In towns 5
 - In villages 3
- In case of other classes of insurance 2

The holding of a certificate for underwriting fire insurance shall *ipso facto* include all other classes.

POLICY PROCEEDS PAYABLE IN INSTALMENTS.

The Imperial Life Assurance Company has extended to all the policies of the company, now existing and not assigned, a privilege which has been adopted by the company for incorporation into its policy contracts. This consists of allowing the whole or any part of the proceeds of a policy on its maturity by death or otherwise, to be taken in monthly, quarterly, half-yearly or yearly instalments. The holder of the policy may elect under what is designated as plan B, to have these instalments of such an amount that they would be payable for 10, 15, 20, 25 or 30 years; or, under plan C for 20 years certain and thereafter during the remaining lifetime of the beneficiary, should the beneficiary survive these 20 years. Or, under plan A, the full proceeds or any part may be left with the company to be paid over only on the death of the beneficiary, the company in the meantime paying the beneficiary interest thereon.

Moreover, while in the calculation of the instalment and interest payments above referred to, a rate of 3 per cent. per annum is guaranteed, such payments in the case of all participating policies will be increased by sharing in the interest which the company earns in excess of this guaranteed rate of 3 per cent. per annum, on the balance of proceeds remaining with it.

STATEMENT OF CANADIAN ACCIDENTS DURING DECEMBER, 1913, BY INDUSTRIES AND GROUPS OF TRADES.

Trade or Industry.	Killed.	Injured.	Total.
Agriculture	8	19	27
Lumbering	2	3	5
Mining	8	22	30
Railway construction	1	4	5
Building Trades	3	28	31
Metal Trades	11	46	57
Woodworking Trades . . . . .	..	12	12
Printing and Allied Trades . . . . .	..	5	5
Clothing	1	..	1
Textiles . . . . .	..	5	5
Food and Tobacco preparation	1	2	3
Leather	1	2	3
Transportation—			
Steam Railway Service	19	106	125
Electric Railway Service	1	2	3
Navigation	8	2	10
Miscellaneous	2	14	16
Public Employees	1	14	15
Miscellaneous Skilled Trades	3	17	20
Unskilled Labour	3	16	19
Total	73	319	392

Maisonneuve has issued in London this week \$462,500 5 p.c. 40-year bearer debentures at par.

GRESHAM

Life Assurance Society, Limited

Founded 1848

Funds : FIFTY MILLION DOLLARS

Applications are wanted for Agencies. Liberal commissions would be arranged for Agents and Brokers.

ADDRESS :

ARCH. R. HOWELL,
Manager for Canada,
MONTREAL.

The growing popularity of
The Mutual System
Is sufficiently indicated by the
fact that our Assurances
in force 31-12-13 were

\$87,392,026

Indicating a net gain for the
year of

\$9,470,882

The Mutual Life Assurance Co.,
of Canada, Waterloo, Ontario.

A TORONTO AGENCY

WITH
Continuous Renewals for the RIGHT MAN
SEE

CONTINENTAL LIFE

CONTRACT.

T. B. PARKINSON : Superintendent of Agencies
Continental Life Building. . . . TORONTO

Scottish Union and National

Insurance Co., of Edinburgh, Scotland

ESTABLISHED 1824

Capital,	\$30,000,000
Total Assets,	56,646,549
Deposited with Dominion Gov't,	320,645
Invested Assets in Canada,	5,188,555

NORTH AMERICAN DEPT., HARTFORD, CONN. U.S.A.

JAMES H. BREWSTER, Manager
EINHART & EVANS, Resident Agents Montreal
MEDLAND & SON Toronto
ALLAN KILLAM & MCKAY, LTD. Winnipeg

THESE ARE FEATURES

That Make Imperial Policy Contracts desirable

Large profits to policyholders.
Unusually strong policy reserves.
High interest rate on sound investments.
Favorable mortality experience.
And absolute security to policyholders.

Several good agency openings for producers.

THE
IMPERIAL LIFE ASSURANCE COMPANY
of CANADA

Head Office - TORONTO

Fire Agents' Text Book, by J. Griswold, \$2.00
THE CHRONICLE - MONTREAL.

THE LIFE AGENTS' MANUAL - - \$3.00
Published by The Chronicle, Montreal.

THE NATIONAL LIFE ASSURANCE COMPANY OF CANADA

WRITES MORE NEW BUSINESS THAN ANY COMPANY IN CANADA OF ITS AGE.

Applications Received in 1913—\$9,566,200.00

Increase over 1912—\$2,200,000

SEVERAL GOOD OPENINGS FOR PRODUCERS. APPLY DIRECT TO

Head Office: NATIONAL LIFE CHAMBERS, Toronto, Ontario

ELIAS ROGERS, President.
ALBERT J. RALSTON, Vice-President and Managing Director.

F. SPARLING, Secretary

A FINE RECORD.

The Metropolitan Life's executive in announcing the results of the year, states that while the ratio of collections in the industrial department is the highest ever reached the ratio of lapses is the lowest in the history of industrial insurance in England or America—lower, even, than the State subsidized little savings bank system in Massachusetts, which was designed to be a model system, though as matter of fact that system is not industrial insurance at all nor properly to be compared therewith. It is "ordinary."

The ratio of industrial expenses was decreased and reached the lowest point in the Company's history, notwithstanding the contrary influence arising from the necessarily large expense for the Union Life business on which less than a half year's income were received.

CHIEF TREMBLAY'S WARNING.

In a report which he sent to the Board of Control and which was referred to the Legislation Committee for study at the meeting of the Montreal City Council, this week, Chief Tremblay calls attention to the insufficient protection against fire on the occasions of festivities, charity sales or other performances which take place in public halls of the city. He suggests that in such cases these performances or festivities be subject to the approval of the building inspector, who would deliver to the applicants a license after the premises had been found in proper condition. Chief Tremblay also draws the attention of the coun-

cil to the danger which threatens the people in overcrowded churches on Sundays, when in some cases doors are closed during the service.

WORLD-WIDE FIRE INSURANCE.

A Toronto Estimate of Invested Capital, Net Assets, Premium Income and Losses—Enormous Totals.

In the course of a recent lecture delivered before the Insurance Institute of Toronto, Mr. Grove Smith, of the Canadian Fire Underwriters' Association, produced the subjoined original estimate of capital and net assets of fire insurance companies all over the world operating on January 1, 1913, together with their premium income and losses for the year 1912. "This statement is no fancied conglomeration of figures," said Mr. Grove Smith, "they are startlingly true, and surely testify in language that cannot be misunderstood to the fact that the development of fire insurance to its present standing as one of the prime factors of the world's commercial life, has been phenomenal. The figures are so large as to be almost meaningless, even to business men, for who can adequately comprehend what one billion seven hundred and twenty-three millions of dollars in assets really mean?"

"To-day fire insurance has become so indissolubly interwoven with the warp and woof of the commercial life of the world, that the disorganization and chaos which would inevitably follow its termination, is unthinkable."

Nationality.	No. of Companies.	Capital Paid Up.	Assets Exclusive of Capital.	Net Premiums.	Net Losses.
American (U.S.A.)	J. Stock	241 \$96,944,000	\$521,161,900	\$226,818,000	\$122,524,000
	Mut.	280		37,330,000	11,476,000
	Lloyds	26		4,157,000	1,991,000
Australasian		16 9,505,000	22,900,000	10,585,000	4,552,000
Austrian	J. Stock	12 10,875,000	19,020,000	18,830,000	11,920,000
	Pub. Mut.	11		2,092,000	1,353,000
	Pte. Mut.	13		4,259,000	2,590,000
Balkan		10 3,183,000	8,063,000	6,260,000	3,151,000
Belgian		15 2,712,000	7,523,000	5,044,000	2,374,000
British		141 83,780,000	864,145,000	154,860,000	78,850,000
Canadian	Dom. License	28 9,126,000	9,341,000	8,531,000	4,771,000
	Prov.	215 1,742,000	?	4,433,000	3,809,000
Danish	J. S. and Mut.	11 1,818,000	6,842,000	4,619,000	3,128,000
Dutch		23 2,722,000	4,756,000	3,272,000	2,374,000
Finnish	J. S. and Mut.	10 3,043,000	15,498,000	5,700,000	3,186,000
French	J. Stock	37 10,690,000	42,028,000	37,361,000	22,898,000
	Mut.	101		6,700,000	4,020,000
German	J. Stock	37 15,412,000	56,827,000	32,640,000	19,612,000
	Mut.	21		4,793,000	3,613,000
	Monopoly Inst.	24		9,636,000	7,457,000
	Non-Monopoly Inst.	8		780,000	439,000
	Landliche	8		2,653,000	1,606,000
	Germische	11		9,389,000	6,056,000
Italian		10 4,863,000	6,588,000	5,268,000	2,946,000
Norwegian		7 1,312,000	1,924,000	820,000	421,000
Portuguese		9 1,277,000	1,304,000	566,000	288,000
Russian		17 18,025,000	39,863,000	42,381,000	27,396,000
Spanish		13 6,088,000	3,253,000	4,502,000	2,379,000
Swedish	J. Stock	11 4,100,000	9,132,000	4,472,000	2,880,000
	Mut.	10		879,000	390,000
Swiss	J. Stock	7 1,810,000	12,602,000	8,310,000	4,933,000
	Mut. and Cantonal	19		1,863,000	1,019,000
*All other Companies reported		165 32,701,000	70,950,000	40,074,000	19,776,000
All other Companies estimated		101 ?	?	75,000,000	37,500,000
Total	1,668	\$312,818,000	\$1,723,700,000	\$786,000,000	\$423,678,000

*Includes the following native Companies:—Argentine 44, Algeria 3, British Guiana 2, Brazil 1, Cape Colony 3, Chili 21, Costa Rica 1, Egypt 1, Gibraltar 1, India 4, Japan and China 39, Java 15, Madeira 2, Mexico 6, Panama 1, Paraguay 3, Peru 7, Uruguay 4, Venezuela 1, West Indies 6.

RAILWAY PASSENGERS ASSURANCE CO.

OF LONDON,
ENGLAND

Established 1849.

OLDEST ACCIDENT COMPANY IN THE WORLD

**ACCIDENTS OF ALL KINDS
AND ILLNESS**

INSURED AGAINST

Also
ALL KINDS of
EMPLOYERS' AND PUBLIC
LIABILITY

(INCLUDING AUTOMOBILE.)

PLATE GLASS AND FIDELITY GUARANTEES

Head Office for Canada, Confederation Life Building, TORONTO

F. H. RUSSELL, Manager



Transacts:

PERSONAL ACCIDENT FIDELITY GUARANTEE
SICKNESS BURGLARY and
LIABILITY (all kinds) LOSS OF MERCHANDISE and
AUTOMOBILE PACKAGES THROUGH THE MAIL
INSURANCE

Applications for direct Agencies invited.

ELECTRICAL BANK and STORE PROTECTION
SPRINKLER SUPERVISORY SERVICE
NIGHT WATCHMEN'S SIGNAL and FIRE ALARM SYSTEMS

Head Office, GRESHAM BUILDING MONTREAL
302 ST. JAMES STREET
F. J. J. STARK, General Manager.

THE FEDERAL LIFE ASSURANCE COMPANY

Home Office, HAMILTON, CANADA.

The year 1912 shows the largest gains in the Company's history—Substantial increases made in all departments.
Assets increased \$440,648.30; The Cash income by \$130,808.60; Surplus earned during the year
amounted to \$107,050.90; Assurances at risk now amount to \$25,555,267.00

Several attractive openings for live agents in the Province of Quebec. Apply to

C. L. SWEENEY, Provincial Manager,

Montreal, Quebec

ATLAS ASSURANCE COMPANY

LIMITED, of LONDON, ENGLAND

Established in the REIGN of GEORGE III

Income exceeds	\$ 7,250,000
Funds exceed	17,900,000

Including the Fully Subscribed Capital, the resources of the Company exceed \$28,900,000.

Head Office for Canada - MONTREAL

MATTHEW C. HINSHAW, Branch Manager

Active and Influential Agents Wanted

ULTIMATE EFFECT OF RIGHT TO LIFE POLICY LOANS.

(Arthur E. Childs, President Columbia National Life of Boston.)

(Continued from p. 61).

Of course, it is true that the loans outstanding to-day represent the accumulation of the loans made through a long period of years, rather than any demand by policyholders for a large number of loans in any one year. They have consequently been made by the companies from their current income and maturities, and have interfered with their general investment policy to the extent that the funds thus annually used for loans to policyholders have not been free for other types of investment. Also while there may, and doubtless will be, continued increase in the percentage of reserves loaned to policyholders, yet if the companies take steps somewhat in line with the suggestions made in this paper, we need not anticipate that loans will ever constitute the greater part of the investments of a life insurance company.

LARGER POLICYHOLDERS GUILTY.

It may be fairly claimed that the smaller policyholders are not the guilty ones, but rather the larger policyholders. The amount at the disposal of the individual who has a large policy is of sufficient moment for him to turn to it in time of need. The membership of any life insurance company, however, is made up in general of the holders of smaller policies, in amounts running from one to five thousand dollars. These policyholders have on the average a very small amount which would be available for loans, and as they are largely individuals not engaged in trade for themselves, and have no business call for loans, or are farmers scattered throughout the width of the nation, they represent a class largely unaffected by periods of financial stringency, and should be of a type unlikely to borrow, unless it is in small amounts for the payment of premiums.

Some claim that policy loans do not increase lapses, but on the contrary keep policies in force, which otherwise would surrender, and there is no doubt merit in the claim. We must admit, however, that in many cases loans made against insurance policies for purposes other than paying the premium are unnecessary.

Further, we know that ninety per cent. of these loans are never repaid, the principal reason for which fact is found in the lack of understanding by the insured of the fundamental principles of life insurance.

Companies must invest their reserves accumulated from the premium payments of the insured in order that the level premiums charged by them will be adequate to meet the obligations undertaken. This is perfectly plain to you because you understand the business, but the insured does not understand the business. He has been trained first through our agents and then by law to believe that this fund is his own property, and when we charge him interest upon a loan made against the fund, he feels that we are charging him for the use of his own money, so he still borrows the limit, may then lapse his contract, and more often than not feels that he has been improperly treated.

The present method of training agents to point out to policyholders the readiness with which they can obtain loans on their policies may, if continued,

undermine the very foundations on which is built the beneficent system of life insurance.

Our mutual institutions have further to consider whether an injustice is not done their policyholders in granting them loans. This point has been so well covered by Mr. J. R. Clark that I am taking the liberty of quoting his arguments. Loans on demand at definite rates of interest in all parts of the country, made by mutual companies, restricted only by the amount of the reserve under the contract used as collateral, discriminate:

1st—Against the company in favor of the banks when rates are low.

2nd—In favor of the borrowing policyholder, for it enables him to borrow at the bank when money is plenty, or on his policy when money is scarce.

3rd—In favor of borrowing policyholders residing in high-rate territory.

4th—In favor of borrowing policyholders by destroying the principle of supply and demand.

In a mutual organization, practices which benefit a few at the expense of the whole should be eliminated. The loan privilege under its present conditions appears to benefit at the expense of all members those who borrow on their policies.

REVIEW.

In studying, then, the present standing of policy loans in this country, we find that the law looks upon as private property funds accumulated from premiums deposited with insurance companies for the protection of families. Furthermore, the law declares that the net accumulation of these funds can be withdrawn at will by the policyholder. That this is to his ultimate detriment, that it leads to the injury of the business, cannot be gainsaid. The immediate effect of this attitude is shown in the ever increasing ratio of policy loans and premium notes to reserves.

CAUSE.

We have, however, none to blame for this condition but ourselves. In reviewing the history of policy loans we find that it always has been the companies who have taken the initiative in the matter. When the laws required no loans, they gave 50 per cent. of the reserve; when they required 50 per cent. of the reserve, they gave more; and when they required 95 per cent. of the cash value, they went the limit and gave 100 per cent.

REMEDIES.

The Ultimate Effect of an Unrestricted Right to Borrow on Life Insurance Policies will be determined largely if not entirely by the attitude taken by the companies from this time on, just exactly as the present condition is the result of the attitude of the companies in the past.

The future legal status of a personal equity in an insurance contract will depend upon the education of the public, and this will depend upon the companies and their representatives.

The moral side of the question will always be the same. Hard-earned savings deposited with the companies for the protection of widows and orphans or for the necessities of old age can never morally be subjected to the whimsical demand for loans. The practical side of the question will be just what we make it. The future course taken by the curve will depend upon the position taken by our companies to-day.

HAVE YOU REACHED YOUR SALARY LIMIT?



If you believe you can do better in another line, Life Insurance selling offers you a great opportunity.

WRITE US TO-DAY
ABOUT AN AGENCY

THE PRUDENTIAL INSURANCE CO. OF AMERICA
FORREST F. DRYDEN, President. Home Office, NEWARK, N.J.
Incorporated as a Stock Company by the State of New Jersey.

ARE YOU A GOOD SALESMAN?

The field of Insurance
Offers to-day the greatest

OPPORTUNITIES FOR ADVANCEMENT

to

POSITIONS OF RESPONSIBILITY

to

INTELLIGENT AND ENERGETIC SALESMEN

If interested in a good opening write

Head Office:

The EXCELSIOR LIFE INSURANCE CO., TORO (TO, Can.

C. R. G. JOHNSON, POIRIER & JENNINGS, INCORPORATED.

GENERAL AGENTS

**Aetna Insurance Company.
St. Paul Fire and Marine
Insurance Company.**

11 ST. SACRAMENT ST., MONTREAL, P.Q.

'Phones Main 3106-3107

WANTED

A well known Canadian (tariff) fire company, writing high grade business only, and paying its losses promptly without discount, is open for a reliable agency connection in Westmount, P.Q.

Address, AGENCY,

P.O. BOX 1502,

MONTREAL.

WANTED

By active young man, post as INSPECTOR for a first class Fire Insurance Company, operating in Ontario. Has had good experience both in inspecting and soliciting in Cities and Towns of Ontario, and is well trained in schedule rating. Address,

C.C.T.,

P.O. Box 1502,

Montreal.

Many are trying to meet the situation by raising the interest rate from 5 to 6 per cent. and by allowing the companies a leeway of sixty or ninety days in making loans. If the companies are allowed and will take advantage of these remedies they will help the situation. Yet the real causes are more fundamental and we need to go deeper to meet the situation.

We must impress upon the insuring public the necessity of keeping its insurance inviolate, that the reserves accumulated against the contracts are a part of this insurance protection and should, therefore, be kept intact, used only for the protection for which they were originally pledged.

How then are we to thus educate the public?

In the first place we can do this by making the loan a real loan, a promise to pay at a definite time. Such an obligation will impress upon the borrower the necessity of repaying his loan.

The experience in my company with premium notes, which are personal obligations, has been very satisfactory, and I feel that we can get the same result by making policy loans personal obligations.

In the second place, these personal obligations should be made with a promise to pay at a definite time and thus take their place in the financial world with other personal obligations adequately secured. Let the rate charged depend upon the price of money in the particular locality and for the definite time the loan has to run. The ever-present economic play of

money finding its level will prevent such a method from working any hardship upon the borrowing policyholders.

IMPROVEMENT OF CHARACTER OF SERVICE.

In the third place we should improve the character of the service which we are furnishing the public through our agents.

Companies in the past have exerted their greatest efforts to place new business upon the books. The greater part of the expense of conducting the business has been in this direction. We have all been so intent upon the pursuit of obtaining new business that we have lost sight of the duty we owe to our present policyholders.

We have all recognized the necessity of converting the public to life insurance through personal solicitation, but we have forgotten that this same personal solicitation is quite as necessary to keep the insured with us. Somehow or other we have felt that we have done our duty when we have sent the policyholder a pamphlet telling him how much he is losing in parting company with us.

We are in need of agents who stay with us long enough to clearly understand our aims—a representative man in his town, in whom the townspeople have confidence.

The agent should be taught to sell insurance and not policy provisions. We are in the business of furnishing indemnity against the loss of an earning

capacity. Incidental with this business, as a result of the method employed, we are compelled to accumulate a reserve fund, properly invested, for the protection of this indemnity at the price offered. Our agents should be taught to sell this protection and not the right to destroy this protection.

The agent should be taught to realize that his duty to the insured does not cease with the payment of the first premium, that he is the man to whom the insured looks for good advice and he is the one man to prevent unnecessary loans by reconverting the insured and save the necessary loans by persuading the insured to pay back as they can.

Our home offices should be in a position to help such agents with suggestions in individual cases as the necessities of the cases seem to demand, and we should ever be working in conjunction with our agents to the end that these inroads made upon our reserve funds be repaid as soon as possible.

In conclusion, then, the real remedy for the present evil of policy loans is found in the fundamental idea of life insurance, the essence of which is true service offered to the public in granting indemnity for loss of earning capacity, and the nearer we approach the ideal of true service in all departments of this great business, the greater will be the effect in lessening the present unprecedented tendency to borrow on policies,—a tendency which if allowed to go unchecked may become a strong and perhaps powerful disintegrating force.

SOVEREIGN BANK DROPS OUT.

The Sovereign Bank having now gone into liquidation drops out of the monthly bank return, reducing the number of banks reporting to twenty-four. These twenty-four banks have a paid-up capital as at December 31 last, of \$114,809,297 and reserve funds of \$112,118,016. A year ago at December 31, 1912, twenty-seven banks reported, those which have dropped out in the past twelve months being the Bank of New Brunswick, the Sovereign Bank, and the Banque Internationale. Two years ago, the number of banks reporting was 29.

BANKER'S VIEW OF OUTLOOK.

While I do not share the views of those who are of the opinion that the commercial outlook has no immediately encouraging features neither do I think that all undesirable elements have been eliminated. It is quite probable that had not the Canadian banks taken a very strong stand as far back as two or three years ago and declined to entertain applications for advances based on real estate and discouraged unwarranted and extravagant commercial expansion, the situation would have been much more serious. As it is, it is quite likely that the proportion of commercial failures in 1914 will reach an unusually high percentage. This in itself will not be barren of good results—many of the weak concerns which have been existing on too much borrowed capital and through unsound financing may have to disappear, but it is quite likely that at the expiration of another twelve months there will be a distinct change for the better, and the development of the country will continue on a sounder and more rational basis.—*Mr. C. A. Bogert, general manager Dominion Bank.*

THE BANK OF VANCOUVER.

In the newly-published bank statement a note appears that the Bank of Vancouver reports a present estimated loss of \$125,000 of the paid-up capital of \$874,669. There are prospects, as already reported, of this Bank being absorbed by one of the larger institutions, which is at the present time engaged in an examination of the Bank of Vancouver's assets. The Bank of Vancouver, when it was started three years ago or so, was supported entirely by local capital and appeals were made for its support on these grounds. However, subsequently, European capital—from France, it is understood—was interested in the institution, and the local appeal was dropped.

BANKS BUILDING ACTIVELY AT ST. JOHN, N.B.

The Merchants Bank of Canada has lately taken possession of its new quarters at St. John, N.B. It purchased a four story brick building at the corner of Prince William and Church streets, added an additional story and remodelled the whole building, converting the upper floors into handsome suites of offices and the ground floor into spacious and very attractive bank premises. The Bank of Montreal has lately re-occupied its premises at the foot of King street, after spending something like \$30,000 in remodelling the place. The fine new home of the Bank of British North America on Market Square is rapidly nearing completion, the exterior being now finished.

WESTERN REAL ESTATE POSITION: A BANKER'S OPINION.

Mr. Vere C. Brown, of the Canadian Bank of Commerce, states apropos of Western real estate conditions:—"The stringent money conditions which have prevailed in Canada, as well as in other countries, effectively checked the speculation in real estate, and it is hoped that it will be a long time before we are again troubled with a condition in which outside properties are sold at inflated values. The collapse in real estate speculation has served to confirm the views we expressed a year ago. Residential property of a good class is unaffected, and central business properties in the larger cities have been shown to be strongly held by *bona fide* investors, and no marked shrinkage in values is apparent. In Winnipeg, for example, the bargain hunter has had no opportunity to acquire a foot of property in the best business blocks in Main Street or Portage Avenue. The losses on inflated outside properties—which will doubtless be severe before the readjustment of values is completed—will fall almost wholly on professional real estate operators and innumerable small speculators. The prosperity of the purely commercial classes, apart from the dealers in luxuries, will be indirectly affected only in a moderate degree; while, as to the banks and mortgages lenders, the collapse in speculative property values has been long looked for by them, and is welcomed as remedying a situation which was doing the country great harm. The falling off, however, in the flow, from abroad, of money for investment in mortgage loans—due more to money stringency abroad than to conditions here—has been a seriously adverse factor, and has prevented the undertaking of many building operations fully warranted by the development of the country."

CANADIAN FIRE RECORD

(Continued from Page 213)

KEENE, ONT.—New school west of Norwood destroyed, January 25.

WINDSOR, ONT.—J. Schwartz's store burned, January 26. Loss, \$20,000.

WINDSOR, ONT.—Orderly room for armories damaged, January 25. Loss, \$500.

ST. JOHN, N.B.—Salvation Army refuge on Prince William Street, burned, February 2.

QU'APPELLE, SASK.—French Park, residence of late Captain French burned, January 27.

MOUNTAIN GROVE, ONT.—C.P.R. station burned, January 22. Loss and cause, unknown.

CALGARY, ALTA.—Calgary *Tribune* office damaged, January 26. Loss, \$25,000. Origin, unknown.

SYDNEY, N.S.—Green block, Charlotte street, burned, January 22. Loss, \$10,000. Origin, unknown.

ALVINSTON, ONT.—Guthrie Presbyterian Church burned, February 2. Loss, \$12,000; insurance, \$5,000.

SANDWICH, ONT.—L'Assumption College damaged, January 28. Loss, \$5,500. Originated in boiler room.

CARDINAL, ONT.—Cardinal Starch Factory damaged, January 17. Loss, \$4,500. Origin, overheated pipe.

ARTHABASKA, ALTA.—Temporary concrete town hall destroyed, January 24. Origin, overheated furnace.

QUEBEC, QUE.—Robson Leather Company's premises burned, January 22. Loss, \$15,000. Origin, unknown.

BURLINGTON, ONT.—A. Coates & Son's lumber mills burned, January 27. Loss, \$25,000. Origin, unknown.

WARKWORTH, ONT.—M. F. Ewing's brick house, three miles west, destroyed, January 25. Origin, chimney.

ST. HILAIRE, QUE.—Commercial Hotel destroyed with contents, February 3. Loss, \$7,000, partly covered by insurance.

VANANDA, B.C.—Fire on January 28, destroyed post office, telegraph and customs office, two stores and pool room.

EXSHAW, ALTA.—Canada Cement Company's old stock house, shipping house and sack-clearing department, burned, February 4. Insured.

VANCOUVER, B.C.—Vancouver Lumber Company's plant, False Creek, damaged, January 22. Loss \$3,000. Origin, spontaneous combustion.

LONDON, ONT.—A. H. Trebelcock's jewellery store, 116 Dundas Street, damaged, January 25. Origin, overheated steam pipe. Loss, \$1,000.

DARTMOUTH, N.S.—Greenvale School destroyed, January 29. Loss, \$30,000 with \$13,000 insurance on buildings, and \$1,400 on furnishings.

PARIS, ONT.—Dr. Dunton's stable and Dr. W. Faskin's barns, etc., burned, January 22. Losses, Dr. Dunton, \$2,000; Dr. Faskin, \$4,000; Dr. Gould, \$300. Origin, unknown.

WINDSOR, ONT.—J. Jones' mineral water factory, Sandwich St. east, and Mrs. Lafortune's apartments above damaged, January 31. Apartments not insured. Origin, overturning of gasoline can.

SANDWICH, ONT.—P. O. Trudelle's store damaged, January 27. Loss, \$6,000. Cause, rats and matches. J. Pierre's store, Wyandotte Street, damaged, January 27. Loss, \$500. Origin, unknown.

NOTRE DAME DU ROSAIRE, QUE.—House owned by N. Proulx, and occupied by two families, burned, January 26. Five lives lost. Origin, oil stove explosion.

WELLAND, ONT.—Refrigerator car on Niagara, St. Catharines and Toronto R.R. destroyed, January 31. Loss, \$4,000. Supposed origin, oil heater.

WINNIPEG.—B. Parogna's barn, corner of Sherburn Street and Richard Avenue, destroyed, January 28. Loss, \$1,000.

WINNIPEG.—Warehouse of Blue Ribbon, Ltd., (G. & F. Galt), corner of McDermot Avenue and Charlotte Street, damaged, January 26. Heavy stock of tea and spices said to have been badly damaged by water.

Christian Brothers' school, corner of Côté and Vitré Street West, damaged, February 4.

MONTREAL.—Deaf and Dumb Institute, St. Denis Street, damaged, February 1. Loss, \$20,000.

Harbour Commissioners' Elevator damaged, February 1.

Factory of Harris Mfg. Company, 390 St. James Street, damaged, January 30. Building also occupied by Ahern Safe Co. and Burrough's Adding Machine Company, both of whom suffered water damage.

Building in Craig Street West, occupied by Heather Cigar Store, J. V. Langevin's restaurant, West End Cigar store, etc., badly damaged, February 1. Probable origin, mice and matches.

Tenement house at 109 and 111 Cardinal Street, occupied by J. Lapointe and T. Laberge, damaged, January 13. Origin, thawing out pipes.

Supports of reserve water tank in yard of Mooney Biscuit & Candy Company, 230 Decourcelles Street damaged, January 13. Loss, slight. Origin, thawing out pipes.

Tenement house at 167 Hogan Street, in course of construction, by E. Martel, 631 Frontenac Street, destroyed, January 13.

Chinese laundry at 828 Logan Street, and A. Tilson's flat above damaged, January 13.

HEAVY MONTREAL LOSS.

On Sunday morning, February 1, fire broke out in the establishment of the Merchants Clothing Company, 36 Notre Dame Street West, and made a heavy loss. Insurance as follows:—

ON BUILDING, 34-6 NOTRE DAME ST. WEST.
 Phenix of London \$18,000
 Loss, total.

CONTENTS, S. A. DELORMIER.
 Royal \$8,500 Phenix of London . \$4,000
 Possibly some salvage.

MERCHANTS' CLOTHING COMPANY.
 North British . . . \$2,000 Norwich Union . . . \$1,000
 Loss, total.

ON BUILDINGS, 30-2 NOTRE DAME ST. WEST.
 North British \$23,000
 Loss approximately \$2,000.

GENIN, TRUDEAU & Co.
 Royal \$5,000 Queen \$5,000
 Loss, 1 per cent.

BERTRAND, FOUCHER & BOULANGER.
 Norwich Union . . . \$3,000 Mount Royal . . . \$6,500
 Prov. Wash. 3,000 L. & L. & G. 8,000
 Fireman's Fund . . . 3,000 Equity 2,000
 Springfield 2,500 Queen 1,600
 Dominion 1,000 Comm'l. Union . . . 5,000
 Fidelity-Phenix . . . 3,000 Royal Exchange . . . 6,000
 Union 5,000

Total \$49,000
 Loss about 50 per cent.

Traffic Returns.

CANADIAN PACIFIC RAILWAY.				
Year to date.	1911.	1912.	1913.	Increase
Dec. 31	\$108,365,000	\$131,101,000	\$134,059,000	\$6,655,000
Week ending	1 12	9 3	1914.	Decrease
Jan. 7	\$1,602,000	\$2,149,000	\$1,850,000	\$290,000
" 14	1,349,000	1,996,000	1,563,000	433,000
" 21	1,503,000	2,177,000	1,72,000	405,000
" 31	2,747,000	3,206,000	2,534,000	672,000

GRAND TRUNK RAILWAY.				
Year to date.	1911.	1912.	1913.	Increase
Dec. 31	\$52,620,403	\$56,557,776	\$3,937,373	
Week ending	1912.	1913.	1914.	Decrease
Jan. 7	\$75,484	\$850,889	\$797,268	\$53,621
" 14	75,665	800,353	803,419	56,434
" 21	760,575	881,424	879,948	4,476

CANADIAN NORTHERN RAILWAY.				
Year to date.	1911.	1912.	1913.	Increase
Dec. 31	\$17,477,300	\$21,443,500	\$24,104,800	\$2,661,300
Week ending	1912.	1913.	1914.	Increase
Jan. 7	\$289,200	\$341,500	\$364,700	\$23,200
" 14	241,400	359,600	362,200	3,800
" 21	29,300	301,500	312,200	11,700
" 31	44,200	511,400	502,200	18,800

TWIN CITY RAPID TRANSIT COMPANY.				
Year to date.	1911.	1912.	1913.	Increase
Dec. 31	\$7,719,036	\$8,113,804	\$8,785,968	\$672,164
Week ending	1912.	1913.	1914.	Increase
Jan. 7	\$139,542	\$157,302	\$161,584	\$12,202
" 14	141,458	152,049	165,914	13,865

HAVANA ELECTRIC RAILWAY CO.				
Week ending	1913.	1914.	Increase	
Feb. 1	50,366	51,880	514	

DULUTH SUPERIOR TRACTION CO.				
Week ending	1912.	1913.	1914.	Increase
Jan. 7	\$19,380	\$20,595	\$22,977	\$2,382
" 14	19,520	20,170	22,295	2,625
" 21	20,014	21,169	23,129	1,959

DETROIT UNITED RAILWAY.				
Week ending	1912.	1913.	1914.	Decrease
Jan. 7	\$164,940	\$20,788	\$197,245	\$8,543
" 14	204,521	195,422	9,630	
" 21	209,302	203,541	5,761	

CANADIAN BANK CLEARINGS.

	Week ending Feb. 5, 1914	Week ending Jan. 29, 1914	Week ending Feb. 6, 1913	Week ending Feb. 8, 1912
Montreal	\$5,397,844	\$4,377,808	\$5,193,746	\$12,723,320
Toronto	4,449,322	3,449,134	4,548,172	3,992,227
Ottawa	3,919,767	3,417,597	4,24,122	4,818,388

MONEY RATES.

	To-day	Last Week	A Year Ago
Call money in Montreal...	6-6 1/2%	6-6 1/2%	6-6 1/2%
" " in Toronto....	6-6 1/2%	6-6 1/2%	6-6 1/2%
" " in New York ...	1 1/2%	1 1/2%	1 1/2%
" " in London	3-1-4	1 1/2%	4 1/4%
Bank of England rate ...	3%	3%	5%

DOMINION CIRCULATION AND SPECIE.

Nov. 30, 1913 ..	\$132,885,199	May 31, 1913	\$113,746,734
Oct. 31	118,460,677	April 30	114,296,017
Sept. 30	115,496,544	March 31	112,101,886
August 31	113,401,150	February 28	110,481,879
July 31	116,363,538	January 31	113,602,030
June 30		December 31, 1912	115,836,488

Specie held by Receiver-General and his assistants:-

Nov. 30, 1913..	\$116,493,009	May 31, 1913	\$100,481,562
Oct. 31	101,716,293	April 30	100,706,287
Sept. 30	98,986,515	March 31	98,507,113
August 31	91,593,032	February 28	98,722,004
July 31		January 31	101,899,860
June 30	100,437,594	December 31, 1912	101,076,547

INDISPENSIBILITY OF THE AGENT.

If, as some think, insurance rates are immoderately high, they will never be minimized to any extent by a reduction in the expense account of the insurance companies. The insurance business cannot escape the hardship of being a retail business. In this the cost of selling is determined by the extent of competition. All the world over the proportion of insurance premium paid in expenses is much the same, and it is hardly possible that a conspiracy of wastefulness exists in regard to the matter. The position of the agent must not and can not be looked upon as that of an over-paid (or parasitic) middleman. Circumstances have made him an indispensable instrument of insurance progress. In the future a properly awakened sense of his responsibility and remuneration according to the quality and not the quantity of his services will make him one of the chief factors in curtailing our waste.—*Mr. J. Grove Smith, Toronto.*

CANADIAN BANKING PRACTICE

THIRD EDITION. NOW READY.
(HANDSOMELY BOUND IN CLOTH, \$4 PER COPY)

QUESTIONS ON CUSTOM AND USAGE AND LAW. Published under the Auspices of the Canadian Bankers' Association (Compiled by John T. P. Knight).

The hundreds of questions and answers on Canadian Banking Practice deal with nearly every possible point of practical interest likely to present itself during the daily routine of a bank. The replies relate to acceptances, cheques, endorsements, deposit receipts, letters of credit, circular notes, warehouse receipts, partnership accounts, bankers' lien on goods, forgery, alteration and loss of negotiable instruments, bills of exchange, promissory notes, principle and surety, etc., etc., etc. Mr. J. T. P. Knight, the compiler of "Canadian Banking Practice" has classified and indexed the Questions on Points of Practical Interest. The value of such a work must be apparent, and a copy of the book should be in the possession of every bank official and business man in the country who desires to be informed upon points likely to arise in the course of dealings between banks and their customers.

For Sale at The Chronicle Office, 160 St. James Street, Montreal.

STOCK AND BOND LIST, Continued

BONDS	Closing Quotations		Rate of Interest per Annum	Amount outstanding.	When Interest due.	Where Interest payable	Date of Maturity.	REMARKS
	Ask	Bid						
Bell Telephone Co.....	99 1/2	99	5	\$3 648,000	1st Oct. 1st Apr	Bk. of Montreal, Mtl	April 1st, 1925	
Can. Car & Fdy.....			6	3,500,000	1st June 1st Dec.		Dec. 1st, 1938	Red. at 110 aft. Nov. '19 or in pt. aft. Nov '11
Can. Converters.....	88		6	474,000	1st June 1st Dec.		Dec. 1st, 1926	
Can. Cement Co.....	97 1/2	97	6 1/2	5,000,000	1st Apl. 1st Oct.	"	Oct. 21st, 1929	Redeemable at 110
Dominion Coal Co.....		99 1/2	5	6,300,000	1st May 1st Nov.	"	April 1st, 1940	Red. at 105 and Int. after May 1st, 1910
Dom. Iron & Steel Co..	95	91	5 1/2	7,332,000	1st Jan. 1st July	Bk. of Montreal, Mtl	July 1st, 1929	
Dom. Tex. Sers. "A"....	100	99 1/2	6	758,500	1 March 1 Sept.	Royal Trust Co. Mtl.	March 1st, 19..	5 Redeemable at 110 and Interest.
" " "B".....	101	100	6	1,000,000	"	"	"	Redeemable at par after 5 years
" " "C".....	99 1/2	99	6	1,000,000	"	"	"	Red. at 105 and Interest
" " "D".....		100		450,000	"	"	"	"
Savannah Electric Railway			5	7,824,731	1st Feb. 1st Aug	52 Broadway, N.Y.	Feb. 1st, 1912	Redeemable at 105
Haltfax Tram.....	100		5	600,000	1st Jan 1st Jul.	Bk of Montreal, Mtl.	Jan. 1st, 1916	
Keewatin Mill Co.....		100	6	750,000	1st March 1 Sept.	Royal Trust Co., Mtl.	Sept. 1st, 1916	Redeemable at 110
Lake of the Woods Mill Co		101	6	1,000,000	1st. June 1st Dec.	Merchants Bank of Canada, Montreal.	June 1st, 1932	
Laurentide Paper Co....			6	947,305	2 Jan. 2 July	Bk. of Montreal, Mtl	Jan. 2nd, 1929	
Mexican Electric L. Co.			5	5,778,600	1st Jan. 1st July	"	July 1st, 1935	
Mex. L. & Power Co....	95		5	11,72,500	1st Feb. 1st Aug.	"	Feb. 1st, 1933	
Montreal L. & Pow. Co..	99 1/2		4 1/2	6,787,000	1st Jan. 1st July	"	Jan. 1st, 1932	Red. at 105 and Int. after 1-12
Montreal Street Ry. Co..		100	4 1/2	1,500,000	1st May 1st Nov.	Bk. of Montreal, Mtl	May 1st, 1932	
Ogilvie Flour Mills Co...			6	1,750,000	1st June 1st Dec.	"	July 1st, 1932	Redeemable at 105 and Interest
Penmans	90		5	2,000,000	1st May 1st Nov.	Bk. of M., Mtl. & Ln.	Nov. 1st, 1926	Redeemable at 110 after Nov. 1, 1911
Price Bros	82	80 1/2	6	833,000	1st June 1st Dec.		June 1st, 1925	
Quebe Rv. L. & P. Co...	55		5	4,866,666	1st June 1st Dec.		June 1st, 1929	
Rio Janeiro.....			5	25,000,000	1 Jan. 1 July		Jan. 1st, 1935	
Sao Paulo.....			5	6,000,000	1st June 1st Dec.	C. B. of C. London.	June 1st, 1929	
Toronto & York Radial..			5	1,620,000	1 July 1st Jan	Nat. Trust Co. Tor	July 1st, 1919	
				1,000,000	1st Apl. 1st Oct	Bk. of Montreal, Mtl	Jan. 1st, 1927	
Winnipeg Electric....	101	99 1/2	5	4,000,000	2 Jan. 2nd July	"	Jan. 1st, 1935	
West India Electric.....				600,000	1st Jan. 1st July		1929	

Montreal Tramways Company
SUBURBAN WINTER TIME TABLE

Lachine :		
From Post Office—	10 min. service 5.40 a.m. to 8.00 a.m.	10 min. service 4 p.m. to 7.10 p.m.
20 " " "	8.00 " 4 p.m.	7.10 p.m. to 12.00 mid.
From Lachine—	20 min. service 5.30 a.m. to 5.50 a.m.	10 min. service 4 p.m. to 8.00 p.m.
15 " " "	5.50 " 9.00 "	8.00 p.m. to 12.10 a.m.
20 " " "	..00 " 4 p.m.	Extra last car at 12.50 a.m.
Sault aux Recollet and St. Vincent de Paul :		
From St. Denis to St. Vincent—	20 min. service 5.20 a.m. to 6.00 a.m.	30 min. service 8.00 p.m. to 11.00 p.m.
15 " " "	6.00 " 8.00 "	Car to St. Vincent 11.30 p.m.
20 " " "	8.00 " 4.00 p.m.	Car to Hendersons only 12.00 mid.
15 " " "	4.30 p.m. to 7.00 "	Car to St. Vincent 12.40 a.m.
20 " " "	7.00 " 8.00 "	
From St. Vincent to St. Denis—	10 min. service 5.50 a.m. to 6.10 a.m.	30 min. service 8.30 p.m. to 11.30 p.m.
15 " " "	6.10 " 8.10 "	Car from St. Vincent 12.00 midnight
20 " " "	8.30 " 4.30 p.m.	Car from Hendersons 12.20 mid.
15 " " "	4.30 p.m. to 7.30 "	Car from St. Vincent 1.10 a.m.
20 " " "	7.30 " 8.30 "	
Cartierville :		
From Sawdon's Junction—	20 min. service 5.20 a.m. to 8.20 p.m.	40 " " " 8.20 p.m. to 12.00 mid.
From Cartierville—	20 min. service 5.40 a.m. to 8.40 p.m.	40 " " " 11.40 p.m. to 12.20 mid.
Mountain :		
From Park Avenue and Mount Royal—	30 min. service 5.40 a.m. to 12.20 midnight	
From Victoria Avenue—	23 min. service 5.50 a.m. to 12.30 midnight	
From Victoria Avenue to St. Louis—	10 minutes service 5.50 a.m. to 8.50 p.m.	
Bout de l'Île :	30 min. service 5.00 a.m. to 8.00 p.m.	60 " " " 8.00 p.m. to 12.00 midnight
Tetrauvill :	15 min. service 5.00 a.m. to 6.30 a.m.	30 " " " 6.30 p.m.

We have to acknowledge with thanks the receipt from the publishers of a bound volume for 1913 of the London *Post Magazine*.

The bond issue of Canada Steamship Lines, Ltd., is immediately to be made in England. The issue will comprise £1,250,000 5 p.c. 1st mortgage debenture stock at 93.

An issue of Canadian Northern Railway 4 1/2 per cent. debenture stock, amounting to \$5,600,000, is being made in London immediately. The issue is guaranteed by the province of Alberta.

According to the London *Statist* new issues in the London market for January reached a new high record of £44,228,000. This year's total includes £26,302,000 for the colonies, £11,160,000 for foreign borrowers, £4,816,000 for the United Kingdom and £1,950,000 for India.

Opposition to the Meredith Workmen's Compensation Bill in Ontario, already intimated, is to be augmented by that of the Canadian Lumbermen's Association. At the annual meeting at Ottawa on Tuesday, vigorous attacks were made on the Bill, and the executive committee will take action.

THE CHABRE-CASGRAIN, K.C. VICTOR E. MITCHELL, K.C.
 A. CHABRE-CASGRAIN, E. HIL M. MCDUGALL,
 JOHN J. CREELMAN, GILBERT S. STAINS,
 PIERRE F. CASGRAIN.

McGIBBON, CASGRAIN, MITCHELL, & CASGRAIN
CASGRAIN, MITCHELL, MCDUGALL & CREELMAN
 SOLICITORS & BARRISTERS-AT-LAW

Cable Address: ROYAL TRUST BUILDING
 "MONTGIRN," MONTREAL MONTREAL CANADA.

GEORGE DURNFORD, Ltd.,
 Auditors and Accountants
 Room 38, Canada Life Building, 189 St. James Street, MONTREAL
 G. DURNFORD, C.A., F.C.A., Can. ARTHUR J. ENGLAND Acc't

F. S. MacLennan, K.C.
 Advocate, Barrister & Solicitor
 New York Life Building - MONTREAL
 CABLE ADDRESS: "FARMAC" MONTREAL A.B.C. 111

Mon. Sir Alexandre Lacoste, K.C.
Kavanagh, Lajoie & Lacoste
 ADVOCATES, SOLICITORS, Etc.
 Provincial Bank Building., 7 Place d'Armes.
 G. J. Kavanagh K.C. Paul Lacoste L.L.L.
 G. Lajoie-Lajoie, K.C. Jules Mathieu, J.E.P.

ATWATER, DUCLOS & BOND
 ADVOCATES
 Guardian Building, 166 St. James Street, Montreal.
 A. W. ATWATER K.C. C. A. DUCLOS, K.C.
 W. L. BOND, K.C. J. E. COULIN.

THE BENALLACK
 Lithographing & Printing
 Co., Limited
 80-82 Victoria Square - - Montreal

McCarthy, Osler, Hoskin & Harcourt
 BARRISTERS, SOLICITORS, Etc.
 HOME LIFE BUILDING,
 VICTORIA STREET, TORONTO
 JOHN HOSKIN, K.C. F. W. HARCOURT, K.C. H. S. OSLER, K.C.
 LEIGHTON MCCARTHY, K.C. D. L. MCCARTHY, K.C.
 BRITTON OSLER J. F. H. MCCARTHY,
 Counsel: WALLACE HERRIT, K.C.

GET OUR PRICES
 FOR
FIRST CLASS WORK
 Orders Filled on Dates Promised
JOHN LOVELL & SON, LTD.
 PRINTERS & BOOKBINDERS
 23 St. Nicholas Street - - MONTREAL

THE CHRONICLE
 is filed regularly in leading offices
 throughout Canada; advertising in
 its columns has a permanent
 value.

Canadian Banking Practice
 Published under the Auspices of the Canadian Bankers' Association.
 Compiled by John T. P. Knight
 \$4.00 per copy
 For sale at The Chronicle Office,
 160 ST. JAMES STREET, MONTREAL

MAKE A NOTE
TO DAY
 Don't forget
Alley's
 Effervescent
 Salt
 2 Sizes, 25c. & 60c.
 All Grocers

INSURANCE
PUBLICATIONS OF THE CHRONICLE
 MONTREAL.

FIRE AGENTS' TEXT BOOK (Griswold) \$2.00
 FIRE INSURANCE EXPIRATION BOOKS (Magurn)
 50 cents, and \$2.00
 LIFE AGENTS' MANUAL, \$3.00