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No. 5.

# Insurance and Finance

## CHRONICLE.

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BY A COMPARISON of the expense ratio to premiums of the companies doing business in the United States in 1890 and in 1891, we find that the general average for the latter year is very little if any in excess of the former, and yet the combined fire loss and expense ratios for 1891 are, according to the *Chronicle* of New York, \$14.78 per \$1000 of the premiums greater than in 1890, showing most strikingly the unprecedented fire ravages of the year. Of 104 American companies in 1891 only 25 show losses and expenses less than 100 per cent. of the premiums, and of 25 foreign companies only 9 are below the 100 per cent. mark; or altogether, of the 129 companies considered, only 34 spent less than the total premiums for losses and expenses, and of these several were over 98 per cent. The general average for all the companies in 1891 was 109.30 per cent. against 94.52 for 1890. In the latter year of the 124 American companies only 32 had a combined loss and expense ratio above 100 per cent., and of the 23 foreign companies one only was above that mark. Here is a contrast such as we may all hope to be excused from looking upon again for at least the next quarter of a century.

WE HAVE HERETOFORE had occasion to show that the complaint sometimes made, that the supply of insurable lives has been pretty well exhausted, is without foundation, especially so in Canada and the United States. The question is again called up by some figures furnished in a late number of the *Weekly Statement* by Mr. Guiteau, the statistician. He points out that in 31 States and Territories reporting life assurance statistics in 1890, the population was 51,079,614 and the new assurance issued \$654,174,608, making an average to each inhabitant of \$12.81. In the same territory the assurance in force was \$2,754,797,838, or an average to

each inhabitant of \$53.93. This agrees pretty well with the present average in the Dominion, where with about \$260,000,000 of assurance in force and a population, in round numbers, of 5,000,000, the average to each inhabitant is \$52.00. The new business of 1891, however, is not much above \$8.00 per head of the population. In five million inhabitants there ought to be at least \$50,000 families, and as certainly one insurable member of each family, on the average. In that case the average to each insurable person of the total assurance now in force is only \$305.00. That doesn't look much like a scarcity of insurable material, when we consider that the average amount of each policy actually in force in Canada is about \$1,700.

IT IS RARELY, if ever, that any man has been placed at the head of a great life insurance institution under circumstances so favorable for success as in the case of Mr. John A. McCall, the new president of the New York Life. Not only was he the unanimous choice of the trustees under peculiar circumstances, but the general agents and their workers in the field most cordially approve of the appointment. The insurance commissioners of several States have spontaneously sent congratulations to Mr. McCall, and the press has spoken with one voice of emphatic endorsement. And it is well that this universal support has been accorded, for united counsels sustaining a courageous executive hand are of all things needed at this juncture. That Mr. McCall brings to his work not only a fearless independence and rare executive force, but, what is equally important, a true conception of his duties is apparent from these words, addressed to the joint meeting of trustees and general agents. "We are bound in honor to exert ourselves solely and absolutely in the interest of the policy holders. Let there be no mistake about that conception of our duty. So far as in me lies that shall be the controlling motive of my administration." These are brief but far-reaching words, and do honor to the man who uttered them.

UNQUESTIONABLY THE FIRE departments and fire extinguishing appliances on this continent are superior in every way to those of European countries. In this there is no division of opinion among intelligent men familiar with the facts. And yet the fire loss in large

cities and towns to total value of existing property and buildings is much greater in the United States and Canada, especially the former, than in the principal countries of Europe. Safer building construction and better supervision in the latter account for the difference. On this side of the water, where rapid growth is the order of the day and electric energy prevails, solidity is often sacrificed to haste, and safety to outside show. Naturally, building laws are less stringent than they ought to be, and but indifferently enforced. After allowing a score or so of buildings to be erected in Chicago, rising from thirteen to twenty storeys in height, the law makers there have at last put a limit to this dangerous folly. Boston has a very much improved building and inspection law, and we now notice there is pending in the New York Legislature a building code more thorough and perfect than any ever devised in this country. It is the joint production of the national associations of architects, builders, and underwriters, and will probably pass—if that body can spare time from politics to consider it. These are all hopeful signs for the underwriting of the future.

RECENT EVENTS HAVE awakened fresh interest in the United States with regard to the unrestricted use of proxies at the annual meetings of mutual life insurance companies. It has been the practice for officers to perpetuate themselves by the use of proxies gathered by the bushel from distant policyholders through agents of the company, whose favor at the home office largely depends upon the readiness with which they interpret hints about proxy-gathering. The dangers of such a state of affairs begin to be seen, and legal restrictions and regulation are talked of. As not indifferent spectators, we wonder whether the present agitation will end in talk? The fact that the regular mutual life companies doing business in the State of New York possess to-day considerably more than five hundred millions of dollars in assets, and that the control of this vast sum is practically in the hands of scarcely more than a dozen men, who hold, through unlimited proxies, the power to keep this control in defiance of all opposition, is such a significant and perilous fact, that we shall be disappointed if a remedy be not speedily found. That heretofore, in the main, good and safe men have kept themselves in controlling positions in these companies by using proxies is fortunately true; that bad and dangerous men could have done the same thing by the use of the same means is equally true.

A DECISION of general interest to fire underwriters has recently been made by the Court of Appeal of the State of New York. It was in the case of Alexander Armstrong against the Agricultural insurance company, and involved the question of waiver of certain conditions of the policy by an implied demand for proofs of loss and also by the silence of the company. Armstrong was the mortgagee, one Brown being the insured. The policy stipulated, that if proceedings to foreclose any mortgage upon the property should be commenced without the written consent of the company, then the policy should be void. Action for

foreclosure was commenced by Armstrong on Jan. 6, 1888, in ignorance of the above clause in the policy. On February 2nd, however, the company was notified by letter of the cause of the omission, and requested to consent to the continuation of the action. To this letter no reply was ever made. On Feb. 4 judgment of foreclosure and sale were entered, and on Feb. 10 the buildings burned. Brown, the insured, refused to make proofs of loss, and they were made by Armstrong, and duly sent to the company, who responded by letter on March 24 declining to accept the proofs as not having been executed by the insured named in the policy. It was claimed by plaintiff, and the court below affirmed the claim made, that there was a waiver of the above forfeiture stipulation on account of the failure of the company to reply to the letter of February 2, and also because of an implied demand in its letter of March 24, that Armstrong should furnish it with proofs of loss made by the insured, Brown. The ground has frequently been taken that a demand by the insuring company for proofs of loss waives any defence under the policy of which the company has knowledge. In this case the Court of Appeals held that neither the silence of the company nor the tenor of its letter of March 24 with reference to proofs of loss operated to waive the policy condition referred to.

#### THE PROPOSED ANTI-REBATE LAW AND ITS PENAL PROVISIONS.

That the penalty provided in the proposed amendment to the Dominion Insurance Act prohibiting rebates on life insurance premiums is a very moderate one, as compared with the penalties provided in the anti-rebate laws of several of the States, is apparent upon comparison. The above amendment provides for a penalty of fifty dollars fine for each offense, and an additional amount equal to one half the annual premium on the policy on which the rebate is granted. In case of default in the payment of the above fine, the alternative is three months' imprisonment in jail. The cancellation of the license of the offending agent for three years is also a punitive provision. In Michigan the penalty provided is a fine not less than fifty nor more than one hundred dollars, or imprisonment in jail for one year, *or both*. In New Hampshire the maximum fine is five hundred dollars, and a revocation of the agent's license for three years. In Illinois the penalty is a fine of *not less than five hundred* nor more than one thousand dollars, jointly and severally against both the agent and his company, and the license of the former to be revoked. The provisions of the Ohio law are, we believe, similar. An amendment to the anti-rebate law of New York is now before the legislature extending the provisions of the law to *policyholders* who accept of rebate advantages, and increasing the severity of the penalty. It allows the court to impose a fine of not less than fifty nor more than two hundred and fifty dollars, and also to imprison the offender for 60 days, and deprive him, if an agent, of his license. It will thus be seen that the penalties provided in the proposed Dominion anti-rebate law are anything but severe as compared with similar laws elsewhere, and we

strongly believe that if any changes are to be urged in the penal provisions of the amendment they should be towards greater rather than less severity. The strength of law is in the terror which it inspires, and this proposed law, like all others, to be effectual, must make it a serious matter to offend against it. We hope to be able to chronicle the passage of the proposed amendment at an early stage of the present session of Parliament. We believe that the proposed amendment will have the support of the Government and of the Insurance department.

#### THE CANADIAN LIFE COMPANIES IN 1891.

On comparison with 1890, as our readers cannot have failed to note on perusal of the figures furnished by us in our last issue, the new business of the Canadian life companies shows a falling off for 1891. The total amount of new issues taken was \$24,437,815 in 1890, and \$23,386,478 in 1891—a difference of \$1,051,337, which is not very much it is true, but we should have been glad to have seen the balance on the other side. Seven of the twelve companies made very fair gains, and the other five fell off a little more than enough to counterbalance what the others gained. The depressed condition of affairs, financially, throughout the greater part of the year in Canada easily accounts for the shrinkage named, which under the improved general prosperity will, or at least ought to be, more than made good during the current year. The total insurance in force at the end of 1891 (\$148,342,966) shows an increase of \$9,567,403, and the premium income, which was \$4,492,675, an increase of \$464,197. Since the separation, as we suggested, by Superintendent Fitzgerald of payments for death claims and for endowments, we are able to compare the payments made on each \$1,000 of the mean insurance in force. The results are nearly the same for both 1890 and 1891, being \$8.70 and \$8.58 respectively. This is a most favorable showing, and indicates a very low death rate for the general average. The reports would indicate that endowment policies form a considerable portion of the business, for the payments on endowment claims are, with one trifling exception, increased in the case of each company during the year, the aggregate of such payments for 1891 being \$163,047, as compared with \$66,946 in 1890. The new business of the present year, we are glad to hear from various sources, opens auspiciously for good results all along the line.

#### WHAT DOES A POLICY ON "BUILDING" COVER?

Editor INSURANCE AND FINANCE CHRONICLE:—

A building occupied as stores on first floor and as an Academy of Music on the floor above, recently burned out. There were several insurances upon the Academy covering under the following form: "On his three story brick building, slate roof, known as the Academy of Music, situated," etc.

The owner, in making out his proof of loss, claimed for numerous chairs fastened to the floor, carpets, drop curtains, flats, wings and other stage paraphernalia common to such occupation, as covered by the policy on the Academy of Music building. The adjusters refuse to recognize any liability of their companies for any chattels, as furniture, etc., under the policy. Will you please say, through the columns of the CHRONICLE,

what would be covered by a policy so worded, and what effect, if any, the words "known as the Academy of Music" would have upon the construction of the policy? C. K.

The first step in answering "C. K.'s" question will be to learn what the word "building" in an insurance policy means. The courts define a building or house as "an edifice erected by art, composed of stone, brick, wood, or other proper substance, fixed upon or over the soil, and designed for use in the position in which it is fixed." See Bouvier's Law Diet., *Title Building*; Broome's Legal Max., 172; 1 Metef. Mass., 238; 1 Chitty's Practice, 148, 177; 13 Johns. 346; 16 *id.* 147.

If the word *building* be qualified by additional words as "saw-mill building," or "starch factory building," it would then include everything appurtenant and necessary to fit it for occupancy as a saw mill or starch factory, and carry with it the right to be used for such purposes; but it does not cover anything beyond such a building and its appurtenances as a building fitted for such occupancy. (Mayor of N.Y. v. Exch. F. I. Co., 3 Keyes, N.Y., 386; 17 Ins. Law Jour., 50.) But on the other hand, an insurance simply upon a "saw mill" or "starch factory," without any qualification, would include everything in the way of machinery as well as building needful to make up such a mill or factory, upon the broad principle that "any word or expression will ordinarily be liberally construed as including whatever is necessary to fill up its fullest and most perfect meaning; but only those things which by necessary implication belong to the principal subject, or are included in its description, are covered by the policy." (Bigler v. Cent. Ins. Co., 10 Barb., N.Y., 635; Franklin v. Brock, 57 Pa. Sta., 74; 2 Ins. Law Jour., 624; 3 *id.*, 350; 4 *id.*, 404, 462, 55.)

From these authorities it is apparent that an insurance upon a building simply, does not cover any of the contents. But had the policy read "upon his Academy of Music," then the paraphernalia of all kinds needful to make up an Academy of Music would have been covered. The words "known as the Academy of Music" are simply descriptive, serving to locate the risk, and have no effect upon the construction of the policy beyond permitting the use and occupation of the premises for such purposes.

This question also opens up the subject of what is furniture and what fixtures, otherwise personal property or chattels, as distinguished from freehold or realty, for nothing can be a part of a building that would not pass with the freehold to a purchaser or heir. In determining this question the nature of the thing must be considered, whether a chattel in gross or in part before annexation; the intention of the parties; the annexing and the measure and character of such annexation; the effect of custom; the injury that would follow removal, and the purpose or object of annexation, whether for trade, occupation or ornament, or for the permanent improvement of the freehold. The articles claimed for in the case under consideration were simply chattels, furniture, as chairs, seats, matting, etc., for the main hall, and fixtures and other properties for the stage, before being annexed to the floor, walls, etc., and the

chairs and seats were fastened to the floor "not as a part of the building, but to hold them in their several places" (32 Vermont, 372), while the fixtures and scenery on the stage were annexed for the purposes of the business, and hence were *trade fixtures*, which a tenant can remove at any time during the currency of his lease.

Was the annexing of these several chattels such as to bring them within the intent of a policy covering simply upon the building? The following authorities will decide this question beyond a peradventure:—

Articles of furniture slightly attached to the walls or floors of a house, if moveable by nature, without injury, are not fixtures. —Bartlett v. Wood, 32 Vt. 372.

If personal property is attached to a building by the owner, and used as a part of the furniture of the building, for convenience of business or of occupancy, but is so attached that it can be removed without injury to the building, it does not become part of the freehold, so as to pass by deed from the owner to a purchaser. Cross v. Marston, 17 Vt. 533; 30 *id.* 433; Rogers v. Crow, 40 Mo. 91; Beck v. Rebow, 1 P. W. M's. 94.

It is the permanent and perpetual manner of annexation, as well as the fastening, that determine when personal property becomes a part of the realty. Rafin v. Griffiths, 31 Barb., N.Y., 58; 2 Kent's Comm., 439.

Whatever is affixed to a freehold for the purposes of trade or business for which the freehold is used, are chattels only. Heermance v. Vernoy, 3 Johns, 5; 7 *id.*, 116; Lamar v. Miles, 4 Watts, 330; 9 Conn. 63; 14 Mass., 352; 18 N.Y., 28.

Furniture and moveables are chattels, not fixtures, and are not covered by a policy on fixtures. Holmes v. Ins. Co., 10 Metc., Mass., 211.

From the authorities cited it is apparent that the construction of law is adverse to the claim that chairs, carpets, etc., were part of the building and covered by the policy thereon; they were simply chattels, of which no mention was made in the policy, hence there could be no liability upon the insurers for their loss. The expression "known as the Academy of Music," as has been said, is simply descriptive; but had the policy read "on his Academy of Music," the construction would cover all that the insured claimed if necessary for or appurtenant to such an occupation; and just here, evidently, was the error of the insured. The following rulings are also pertinent to the subject:—

"If a policy specifies a particular subject of insurance, it will not cover one not within the specification." Hooper v. Hudson Riv. In. Co., 17 N.Y., 424; 15 Barb. N.Y., 413.

"A policy of insurance upon a 'building' is an insurance upon the building as such, and not upon the materials of which it is composed after it shall have fallen down."—Nave v. Home Trust Co., 37 Mo., 431.

Insurance companies are looked upon by the majority of those insured as fair game, and all that can be made out of them is clear gain; it thus becomes the duty of adjusters to resist to the uttermost all attempts at unwarranted impositions, and not for the sake of popularity sacrifice principle and the funds of their companies by paying unjust claims.

We notice that the Industrial Life Insurance Company of New York, which we mentioned in our last issue as offering to make contracts with agents in Canada, although having no authority to do business here, has modified the announcement on its circulars, that the Equitable and two or three other life companies "write and guarantee" insurance placed with it, now simply stating that these companies *write* insurance so placed—a distinction without much difference.

#### THE GUARDIAN ASSURANCE COMPANY.

In our last issue we chronicled the particulars in brief of the arrangements made between the directors, as ratified by the shareholders, of the Citizens insurance company of this city and Mr. A. J. Relton, the general manager of the Guardian assurance company of England, for the taking over of the fire business, purchase of the building, etc., of the former by the latter. As we predicted, the transaction is received with general favor by the agents and policyholders of the reinsured company, for all have learned to look with confidence upon the Guardian as one of the most reliable of the strong British companies in the entire field. With the transactions of their company in Canada, covering a period of twenty-three years, our readers and the public generally are familiar; but it will be interesting at this time to take a glance at its origin and general history, and trace the steps by which the present commanding position which it occupies has been reached.

The Guardian Fire and Life Assurance Company was organized in London in 1821, its 12,525 shares of £100 each being mainly taken by private bankers. Its original deed rehearsed that the business contemplated should embrace insurance against fire, and on lives and survivorships, endowments for children, deferred and progressive annuities, and the purchase and sale of reversions and annuities. The capital subscribed, as above, was £1,252,500, which in the following year was increased to £2,000,000, of which ten per cent., or £200,000, was paid up. During the first seven years no dividend on shares was paid, and the entire profits on both the fire and life branches—which from the first have been kept entirely distinct—were added to the paid capital, doubling it. On this £400,000 five per cent. dividends were paid during the next seven years, or up to 1835, when profits added to capital increased the amount to £550,000, and six years later, in 1841, to £600,000. Later on the capital was increased to £1,000,000 sterling, paid up, at which large amount—the largest of any company—it has since stood. Its original deed of settlement contemplated the fullest opportunity for the shareholders to become at all times acquainted with the affairs and condition of the company, and provided in express terms that a committee of shareholders might be appointed by the directors in each city and town to be consulted from time to time on the affairs and interests of the company, and that in case the directors should be in doubt at any time with respect to its condition or future prospects, a general meeting of the shareholders was to be called for consultation and ultimate decision. No such emergency has ever arisen, however, in the company's history. On two occasions since organization the Guardian has sought additions and changes relating to its powers and management by special Acts of Parliament, first in 1850 and again in 1866, all suggested by experience, and some of them made necessary by its growth. From the first the life branch of the Guardian has received careful attention and the best actuarial direction, and has been correspondingly satisfactory. It has been



liberal in distribution of bonuses to policyholders, for whom four-fifths of the profits have, we believe, since 1850 been set aside. The fact that the funds belonging to the life branch have almost doubled during the past ten years, being \$6,866,705 at the close of 1880 and \$12,412,860 at the close of 1890, shows steady growth; and the further fact that for several years past the actual death claims have been only about 65 per cent. of the expected claims, as calculated by the standard tables, shows that the growth has been of the healthy kind. From the first the company has been fortunate in the men to whom its life business has been committed. Mr. Griffith Davies was the first actuary, who died in 1855 and was succeeded by Mr. Samuel Brown, upon whose death in 1875 Mr. T. G. C. Brown was chosen both actuary and secretary, which position he has since continuously held with credit to himself and profit to the company.

During its career the company absorbed several other companies, first the Commercial insurance company of Dublin in 1827, then in 1862 the Promoter Life, and in 1863 the Westminster Society, and later, in 1882, the London and Provincial Law Life. During the last two years the Guardian has taken over four companies in South Africa, viz: The Cape of Good Hope Trust and Assurance Company and the Cape of Good Hope Fire and Marine in 1890, and the Protection and Paarl insurance companies in 1891. A branch office has been established at Cape Town with Mr. A. C. F. Gore as manager, who was for several years connected with the Sun Fire. The company has its own building also at Cape Town. In 1872 the Guardian made an important forward movement by extending its operations to the United States, making the required deposit and establishing a fully equipped branch office in New York, with Mr. F. H. Carter as United States manager. At his death in 1876 Mr. H. E. Bowers became and has since remained manager for the United States. How important this branch of the company's business has become will appear when we state that the United States assets in 1873 were \$436,269 and the premium income \$104,838, while the assets in 1891 were \$1,684,717 and the premium receipts \$1,093,936. In Canada the premium income has more than doubled in the past ten years. The following record of net fire premium income and accumulated funds, for the ten years past, will be of interest:—

Year.	Fire Premiums.	Fire Funds.	Life Funds.	Total Funds including cash capital.
1881	\$1,419,770	\$2,153,330	\$6,954,630	\$14,107,960
1882	1,563,970	2,052,500	6,877,165	13,929,665
1883	1,884,170	2,012,500	11,085,000	18,097,500
1884	2,117,190	2,247,500	11,088,805	18,336,305
1885	2,185,060	2,402,500	10,886,740	18,289,240
1886	2,252,358	2,582,500	11,265,830	18,845,330
1887	2,268,940	2,812,500	11,225,790	19,038,290
1888	2,431,995	2,871,000	11,679,075	19,550,075
1889	2,533,080	3,119,500	12,306,885	20,426,385
1890	2,896,420	3,413,500	12,412,860	20,825,360

The total assets on Dec. 31, 1890, amounted to the large sum of \$22,580,000. That such a company should enjoy the fullest confidence of the public, at home and abroad, is natural, and now, reinforced as it is by the large business taken over from the Citizens'—represented by about \$275,000 in annual premiums—and its

well-distributed agency corps, we may well anticipate the commanding position which the Guardian will assume in Canadian underwriting.

It is no unimportant event to succeed to the business and connections of such a company as the Citizens', which has for many years been recognized as an important factor in the business of the Dominion. Among its directors have long been counted citizens of great prominence and wealth whose names and influence have carried weight. The board for 1891 consisted of: Hon. J. J. C. Abbott, Andrew Allan, Alph. Desjardins, C. D. Proctor, H. Montagu Allan, J. O. Gravel and H. Prevost. The company commenced business in 1865, and has undertaken to conduct for a good part of the time, fire, life, guarantee and accident insurance concurrently. Experience demonstrated that too much had been undertaken, for the life branch weighed down and hampered the fire business, and two years ago was wisely given up and transferred to a regular life company. Obligated to meet in constant competition with the best and strongest of the British and American companies, the Citizens' was placed at a disadvantage by reason of its comparatively small paid-up capital, notwithstanding which it has in most years done a business in the fire branch creditable both as to quality and quantity. Repeated attempts have of late years been made by the managers, aided by several of the directors, to readjust the capital of the company on a more solid basis, involving the increase to a liberal amount of the paid-up capital, but without success. Every year we believe for the past dozen years and more has witnessed an impairment—very much less, however, we notice for the two past years than for many of the preceding. The business and condition of the company has improved since Mr. E. P. Heaton took charge as general manager two years ago, and as we have before stated, if his progressive ideas had been adopted and his business-like policy sustained by the shareholders in creating a good strong cash capital, the company might have pushed forward into the front rank, for the business was well selected, well distributed, and the field force well in hand. Notwithstanding these favorable conditions, Mr. Heaton and the directors were united in the opinion that to go on as heretofore in the face of well-equipped, keen competition, with inadequate resources, and resting under the annual burden of impairment, was not worth while, especially when to the mutual advantage of all parties a clean transfer could be made to such a company as the Guardian.

Mr. James Sumner was the first manager of the fire branch of the Guardian, succeeded in 1856 by Mr. Delvalle, whose successor in 1873 was Mr. F. J. Marsden, in turn succeeded in 1888 by Mr. A. J. Relton, the present general manager of the fire department of the company. About a year ago Mr. Relton was given an able assistant by the promotion as sub-manager of the home fire department of Mr. R. G. Cochrane, who had for four or five years been the manager of the Manchester branch office. In this connection we should also mention Mr. E. F. Grundy, the

efficient chief of the foreign fire department, who succeeded Mr. Relton when, in 1888, that gentleman was appointed sub-manager under General Manager Marsden. Mr. Grundy received his insurance education in the service of the Guardian, and it may be noted with satisfaction that the civil service rule of promotion was in this instance followed. The board of directors of the Guardian is composed largely of the wealthiest and best known merchants and bankers of Great Britain, and includes among others the deputy governor of the Bank of England. Their names are as follows:

Henry Boulton-Carter, barrister, sitting director; W. Hill Dawson; Chas. V. Devas; Granville F. R. Farquhar; Alban G. H. Gibbs; James Goodson; John J. Hamilton; Thomson Hankey; Richard Musgrave Harvey; John Hunter; George Lake; Rt. Hon. G. J. Shaw Lefevre, M.P.; Beaumont W. Lubbock; John B. Martin; Henry J. Norman; David Powell (deputy governor Bank of England); August Prevost; Roderick Pryor; John G. Talbot; Henry Vigne.

The board of trustees selected in connection with the Canadian Branch of the Guardian is composed of the representative men and foremost citizens of the Dominion, consisting of: Hon. J. J. C. Abbott, Premier of Canada; Messrs. Andrew and H. Montagu Allan; W. M. Ramsay; A. Desjardins, M.P., and C. D. Proctor.

#### ARTHUR J. RELTON.

Mr. Arthur John Relton, the present general manager of the fire branch of the Guardian, was born in 1856, the son of Mr. Francis Boyer Relton, who was in the service of the Sun Fire Office for 48 years, being for several years the principal executive fire officer of the company, where he achieved an enviable reputation. Young Relton industriously spent his early years until about eighteen at school, upon leaving which he commenced his insurance career in the office of the Westminster Fire of London, where he remained about a year. In 1876 he transferred his services to the Guardian. Here he passed through the various stages pertaining to the duties required in the home fire department of the company with increasing credit to himself until in 1883, when the increasing business of the foreign department demanded more room and more good men. He was at this time moved to the foreign department, occupying there a responsible position. So well did Mr. Relton acquit himself in this special branch of work, that in 1886, shortly after the retirement of Mr. Morant to become assistant manager of the Commercial Union, he was appointed to the vacant place as chief of the department. When nearly two years later, in the early part of 1888, the growing business of the company had forced upon the directors the necessity of an assistant to Mr. Marsden, the general manager of the fire department, choice was made of the chief of the foreign department for the position. The office of sub-manager for the general fire department was created, and Mr. Relton became the incumbent. The office, however, was destined to a very brief existence, for Manager Marsden died about a month after the appointment [referred to, and when not long after Mr. Relton was promoted to the vacant place as general manager, the sub- managership to the

general fire department was dropped. The new general manager, however, in the beginning of 1891 was permitted to welcome an assistant in his work in the person of Mr. Robert G. Cochrane, who was then appointed sub-manager of the home fire department, and has proved a valuable acquisition. General Manager Relton is recognized, though one of the youngest general insurance managers, to be one of the brightest and soundest underwriters in Great Britain, and his associate managers express general confidence in his ability. Mr. Relton is a man of resources, and has demonstrated the possession of that judicious executive ability which is one of the attributes of a successful manager. He is enterprising without rashness, shrewd without trickery, a good judge of men, and of that genial disposition which easily wins friends and keeps them by the worth of that genuine character which is the foundation of respect as well as friendship. He is a worthy leader of the forces of a most excellent company.

#### E. PERCIVAL HEATON.

Mr. E. P. Heaton, whose services for two years past as general manager of the Citizens' insurance company are to be continued in like capacity for the reinsuring company, the Guardian, is generally and favorably known throughout the Dominion. For more than fifteen years he has been continuously in the active service of fire insurance, having in early youth, in September, 1875, entered the office of the London and Lancashire fire insurance company at Liverpool as clerk. Such was the attention to duty and quickness of comprehension shown by the young man that at the end of six years, in September, 1881, he was selected by the Fire Insurance Association of London to take charge, at the home office, of its Canadian and United States business. At the end of two years the confidence of the Association was further shown by sending him to Montreal to assume a prominent place in its branch office for Canada. How well young Heaton performed his duties may be seen from the fact that when Mr. McHenry retired from the management of the Canadian branch to accept the position of manager of the Royal Canadian, the former was appointed fire superintendent of the branch and remained in practical control until the fall of 1887. At this time being offered the position of special agent for the State of New York for the London and Lancashire by his former friend, United States Manager Jeffrey Beavan, he accepted. For a few months only did he occupy the position, for from field service he was called to a more responsible position at the United States branch office as "agency superintendent" under Manager Beavan. There his duties were important, calling for quick perception and accurate judgment, not only of men but of the characteristics and needs of the field. Mr. Heaton continued to occupy this position until February 1st, 1890, when he accepted the urgent invitation of the directors of the Citizens' insurance company of this city to become its general manager. In parting with him, Mr. Beavan took occasion to speak in the highest terms





A. J. RELTON,  
MANAGER OF FIRE DEPART. ST.  
GUARDIAN ASSURANCE COMPANY.

*Supplement to 'The Insurance and Finance Chronicle,' Montreal, March 1, 1917.*

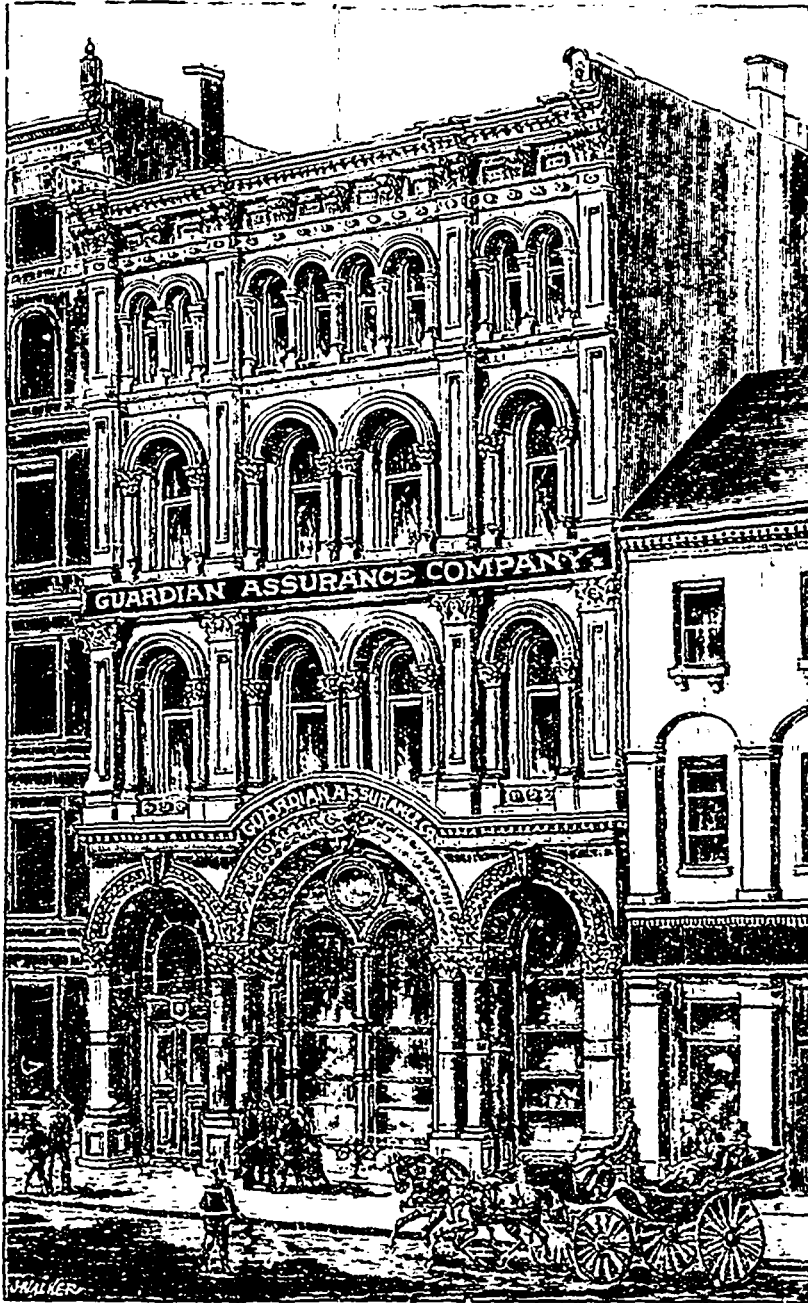


E. P. HEATON,  
CANADIAN BRANCH MANAGER,  
GUARDIAN ASSURANCE COMPANY.

*Supplement to The Insurance and Finance Chronicle, Montreal, March, 1911.*

of his services. That Mr. Heaton has managed the complicated affairs of the Citizens' during the past two years with sound discretion is well known and generally admitted among his underwriting associates. Aside from the reinsurance in 1890 of the Glasgow and

pany's general condition improved financially by a large reduction of its impairment. In securing the services of Mr. Heaton as branch manager for Canada the Guardian has been fortunate, for as a skilful fire underwriter he stands in the front rank, either in Can-



GUARDIAN ASSURANCE BUILDING, MONTREAL.

London, which yielded a profit to the Citizens, the volume of risks has been increased, and in the meantime their quality improved by an unsparing but judicious use of the pruning knife. The burdensome life department has also been disposed of, and the com-

ada or elsewhere. Entirely freed from the embarrassments inseparable from the condition of the Citizens' Mr. Heaton will be enabled to wield the business and affairs of the sturdy Guardian with a degree of success commensurate with his recognized ability.

### THE WORLD'S LIFE ASSURANCE.

The *Insurance Spectator* of London groups together for convenient comparison the interesting totals of life assurance in 1890, embracing the principal countries of the world excepting Canada and Australia. We reproduce the figures, adding the business of the Canadian companies, and expressing the amounts in dollars (\$5 to the £). We may, however, remark that the figures for the American companies are the totals of the New York insurance department, and do not include a considerable amount of business by companies of other States not doing business in New York; also that the figures for the English companies fall considerably short of the totals given in *Bourne's Directory*. For a bird's-eye view of the magnitude of the business the figures will, however, be useful:—

#### NEW ASSURANCE TAKEN IN 1890.

Companies.	No. of Policies.	Amount.
English.....	83 Co's.	136,444
German.....	39 "	105,513
Austrian.....	16 "	47,649
Swiss.....	7 "	5,728
French.....	17 "	35,795
American.....	30 "	243,564
Scandinavian.....	14 "	16,491
Canadian.....	12 "	27,148
	218	618,332
		\$1,227,900,970

#### OUTSTANDING POLICIES, DEC. 31, 1890.

Companies,	No. of Policies.	Amount.	Total Assets.
English.....	931,595	\$2,181,453,805	\$846,309,485
German.....	1,153,217	997,915,270	312,911,635
Austrian.....	404,643	282,133,015	18,513,560
Swiss.....	58,835	55,827,435	68,936,995
French.....	301,526	627,800,000	295,512,900
American.....	1,272,895	3,542,955,751	753,228,759
Scandinavian.....	79,193	89,766,425	33,657,310
Canadian.....	92,824	138,775,563	20,740,444
	4,294,728	\$8,138,061,508	\$2,396,637,884
Increase over 1889 .		\$566,608,658	\$127,757,506

### THE NORTH AMERICAN LIFE ASSURANCE CO.

The story of the progress of the above company during 1891 and its general financial condition at the close of the year is told at length by the directors on other pages of this issue, and a very good story it is. From it we learn that during 1891 1,614 policies were issued, insuring \$2,393,933 in amount, which is somewhat in excess of the issues of the previous year. The total insurance in force is now over ten and a half millions, and larger than a year ago by about a million dollars. It will be noticed that the assets are stated at \$1,215,560, and that an increase of over \$160,000 has taken place in interest-bearing assets. The total cash income is stated at \$401,047, while that of the statement published a year ago was \$366,819, and for 1889 \$302,680, showing a steady increase. The expenditures are set down at \$237,426, leaving an excess of income over expenditure of \$163,621, which may be regarded as a very satisfactory showing. Previous years have shown a relatively large interest income, and as the rate of interest realized last year was over six per cent., we are prepared for the statement that the interest paid all death losses with \$10,312 to spare. The company has experienced a remarkably low death rate for several years, that for 1891 being but a little over \$5.00 per \$1,000 of the mean amount of insurance in force. In

the matter of surplus a very satisfactory showing is made, with an increase for the year of some \$55,000, the total net surplus standing at \$183,012. Adding to this the \$60,000 of paid up capital, and the surplus as regards policyholders is \$243,012. The uniform progress of the North American will be seen by the annexed comparison for the five years past:—

	Net Premiums.	New Assurance issued.	Total assets.	Net surplus.
1887	\$204,564	\$2,209,689	\$542,319	\$54,896
1888	232,568	2,318,000	666,918	51,069
1889	256,437	2,424,450	816,710	71,365
1890	304,082	2,284,743	1,034,325	127,149
1891	330,027	2,393,933	1,215,560	183,012

That the company is carefully managed in all its details is well known, and its condition reflects credit on Managing Director McCabe, who has the assistance of a conservative and appreciative board of directors and an industrious ally in Secretary Goldman. The management of the company's business for this province is in the hands of Dr. Charles Ault of Montreal, who is a capable and reliable representative.

### PRESIDENT McCALL ON A SOUND PLATFORM.

At a joint meeting of the trustees and general agents and managers of the New York Life, held immediately after the election of Mr. John A. McCall to the presidency on the 12th ult., that gentleman delivered the following pithy address, defining his policy and announcing his platform. It is all oak and sound to the core:—

*Members of the Board of Trustees, Agents and Managers here assembled:*—We are on the threshold of a new administration. That fact does not necessarily imply great and radical changes in the workings of this magnificent company, but whenever it shall appear to me, entrusted with the management and responsible for its results, that it is wise to depart from the road over which we have been traveling, I will not be slow to ask your co-operation in making a new path. This is neither the time nor place for reference to the causes that make me your presiding officer. I would speak of the future. We are called together as the representatives of a purely mutual company, and in that capacity we cannot be personal, except as a directing force. We are bound in honor to exert ourselves solely and absolutely in the interests of the policy holders. Let there be no mistake about that conception of our duty. So far as in me lies that shall be the controlling motive of my administration. I am conscious of the need of your support. It may be that in the recommendations that I shall from time to time present for your consideration, that a discussion of them will show that some are crude or unwise to adopt. In such cases, few I trust in number, you will never find me so set in my opinion that I cannot be convinced that my judgment is not always the best. On the other hand, if there is any of our number that believes that there is no opportunity for changes and improvements, they owe it to the others that they shall not remain to hamper and retard our work. I am sincerely of the opinion that I will have the support and assistance of each and every trustee. If not, I will not hesitate to make the issue. I stand here unpledged to any man or set of men in the slightest particular. No person, high or low, has exacted, nor would he receive it if asked, any pledge of place, power or emolument under my administration.

So much for my platform. We are members of a vast organization, the power for good in which is not solely in its great amount of resources or its surplus of

fifteen millions of dollars. Since its organization in 1845 it has dispensed to policy-holders about \$160,000,000. No mind, however gigantic, can conceive or fancy the good that has been accomplished by the payment of that amount. We have a membership of 175,000 scattered all over the world. To them this company is as important in the consideration of protection to their families as is their own ability to shield them in time of need. Is it to be wondered at, then, that watchful eyes are on our guardianship, or that a failure to meet to the utmost every demand for a rigorous performance of duty will be visited by condemnation? We must act together in their interests. No diversion from that rule will prevail.

A word to the men who gather the funds that we hold in trust. I refer to the agents and managers who are joined in this meeting at my solicitation. I doubt not that the Trustees understand our responsibility to them. They, above all others, are vitally interested in honest management. To me it is marvelous, when we consider the unparalleled trouble through which the company has passed, that they have been able to accomplish so much. Just think of it, \$150,000,000 of new business in a year, when during one-half the time they were devoted perforce to a defense of the company. No other set of men would be equal to it. They have the admiration and respect of the profession everywhere. Nay, more than that. We must show our appreciation of it in no uncertain way. I propose, and would ask you to support me at the earliest possible moment in its adoption, to select from their number as one of the vice-presidents of this company, a man who is conspicuous among them all for ability and integrity, in whose territory during 1891 his agency placed on the company's books \$46,000,000 in new business, and when the year closed he had no money in his possession that he was not entitled to by his work and contract. No announcement that will emanate from us of changes in our official staff will meet with a heartier response from the men who bear the heat and sustain the trials of the business than that of Mr. George W. Perkins, of Chicago, as a vice-president.

A word and I will close. In answering a congratulatory telegram from my friend the Superintendent of the Insurance Department of this State, the warning of Burke in his reflections on the French Revolution recurred to my mind with striking emphasis: "All persons possessing any portion of power ought to be strongly and awfully impressed with an idea that they act in trust, and that they are to account for their conduct in that trust to the one great Master, Author and Founder of society."

#### THE HARTFORD FIRE INSURANCE CO.

The result of the year's underwriting for 1891, as experienced by the old Hartford Fire insurance company, is now before the public, and the statement of that result, printed on another page, will be examined with interest. The outcome, all things considered, is a satisfactory one, though less was not expected by those familiar with the high order of underwriting and financial ability repeatedly manifested by President Chase and his associates in the management. Last year was unquestionably the most trying year for fire insurance experienced since the great Chicago and Boston fires, and any considerable margin of premiums over losses and expenses may be regarded as evidence of good work. This margin is presented by the Hartford, the excess of premium income over losses and expenses being about \$116,000, and the total income

over expenditures more than half a million, or, to be exact, \$552,558. Though called upon to pay losses aggregating more than \$470,000 in excess of 1890, the company reports a net surplus of \$2,552,340, while the surplus available for the indemnity of policyholders is \$3,802,340. The assets show an increase of \$166,431, bringing the total up to the large sum of \$6,743,047. The reinsurance reserve has of course also considerably increased. We notice that the same very liberal dividend was paid as for the preceding year, and how strongly entrenched the old Hartford has become in the public confidence is strikingly demonstrated by the fact that the market value of its stock is higher than a year ago, and is now quoted at \$350 instead of \$340. During its long career of eighty-two years this company has made a record of continuous growth and prompt meeting of obligations (as in the great Chicago fire) which may well be emulated but not excelled. Its chief agents and department managers have invariably been selected from the front ranks, and a better class of practical underwriters it would be hard to find. Messrs. Wood & Evans having resigned the general agency of the company at Montreal so long held, as heretofore announced, Mr. John W. Molson now becomes resident agent for this city. Mr. Molson is popular with his associates and the public and will undoubtedly give a good account of his stewardship.

#### THE BRITISH AMERICA MAKES A GOOD MOVE.

The air has of late been full of rumors about the possible retirement of the British America from business by the reinsurance route; for while it has for some time past shown a waning prosperity, which we in common with all friends of Canadian companies have deplored, the exceptionally bad past year through which all the companies have been called to pass has not by any means had an improving effect upon its condition. That something in the remedial line ought to be done was apparent to all close observers of the situation, and it gives us pleasure to note that the directors have lately devised and applied measures by which we trust the company will be strengthened and its future improvement assured. The new move, practically, consists in the equipment of a Canadian department, with Mr. P. H. Sims of Waterloo as manager, under an extended contract as to time, as we understand. This arrangement will meet with the general approval of the insuring public and be looked upon with favor by underwriters generally, among whom Mr. Sims is known as the successful manager and builder up during the past seventeen years of the Mercantile insurance company of Waterloo. The excellent condition of that company gives ample proof of his judicious workmanship, and now, carrying his methods and underwriting ability into the control of the Canadian business of the British America, with much of its prestige still preserved from its early past, it may, we think, be reasonably expected that, if left untrammelled, Mr. Sims will gradually gain for this old company the ground which has been lost. We congratulate the directors on their happy choice both of a remedy and of the right man to apply it. We understand that Mr. Sims assumes the charge on April 1st, and will remove his residence to Toronto.

**THE ONTARIO MUTUAL LIFE.**

We call attention to the preliminary condensed report of the Ontario Mutual Life, which will be found in another column, and which does not disappoint the expectation of its many friends. The public have learned to look with confidence for a record of progress in the annual statement of results attained by the Ontario Mutual, for during the more than twenty years of its existence it has repeatedly demonstrated its ability to not only grow in volume of business and assets, but to hold the business previously obtained, by its liberal treatment of policyholders, and the steady increase of its surplus resources guaranteeing stability and security. The year 1891 shows that there has been a substantial increase all along the line of its operations. The assurance in force is about a million and a quarter dollars greater than a year ago, and the new business placed on the books has been nearly \$347,000 in excess of the good record made in 1890. The cash income has now reached \$547,620, which is greater than for the preceding year by almost \$58,000. The total assets have grown to almost two millions of dollars, or to be exact, to \$1,959,031, of which \$1,780,775 constitutes the required reserve to meet policy liabilities. After providing for all other liabilities, there remains a clear surplus of \$155,559, a gain during the year of \$21,493. To the thorough knowledge of life assurance and the cool executive ability of Manager Wm. Hendry, joined to the systematic methods and judicious enterprise of Secretary W. H. Riddell and the aid of their well-trained associates, is due the excellent condition of this company, which is a credit to the Dominion.

**LIFE ASSURANCE IN GREAT BRITAIN.**

A very convenient summary of life assurance results in Great Britain, compiled from the reports of the companies in 1891 and the four previous years, appears in "Bourne's Handy Assurance Directory" recently issued, which we reproduce below. It is to be borne in mind that the years given in the table are the years in which the reports were made on the business and condition at the end of the preceding year:—

	82 Offices Rept. in	84 Offices Rept. in	81 Offices Rept. in	83 Offices Rept. in
	1888	1889	1890	1891
	£	£	£	£
Total Assurances in force, about	662,004,034	.....	769,726,390	778,087,392
Total Life and Annuity funds	212,627,805	223,085,265	235,324,657	250,316,514
Increase in funds during year	8,528,581	10,539,694	13,538,183	12,890,983
Life Premium income	24,228,102	26,343,677	28,993,884	32,327,142
Commissions and exp. of mang't	4,272,282	4,868,006	5,641,759	6,536,083
Average cost per cent.	17.63	18.47	19.45	20.21

The above includes 78 British companies, 4 American and 1 Colonial. The American companies are credited from the 1891 report with £333,855,397 of the above assurance in force; £79,607,510 of the total funds; £7,017,853 of the increase; £17,451,010 of the premium income; and £4,401,420 of commissions and expenses. The latter are 25.22 per cent. of premiums,

against 20.21, the total average. We give below the British offices separately, 78 in number, for the same years as in the above table of totals:—

	78 Offices 1888	80 Offices 1889	77 Offices 1890	78 Offices 1891
	£	£	£	£
Total Assurances in force, about	430,412,752	.....	426,909,941	444,231,995
Total Life and Annuity funds	152,706,097	158,111,340	162,205,552	169,512,590
Increase in funds during year	4,565,522	4,747,324	6,256,284	5,727,289
Policies issued during year	96,740	107,227	102,799	124,859
New sum assured	32,691,602	36,161,593	34,525,187	40,014,509
New Premiums	1,205,299	1,366,945	1,345,737	1,545,147
Life Premium income	13,141,025	13,726,989	13,875,118	14,574,478
Commissions and expenses	1,844,306	1,994,004	1,937,422	2,041,384
Average cost per cent.	14.03	14.52	13.96	14.01

**Financial and Statistical.****THE JANUARY BANK STATEMENT.**

The statement for the above month runs much on the same lines as has that for the same month in previous years. The whole statement, however, indicates a better and more satisfactory business year than the two or three immediately preceding it.

We find a large reduction in bank notes in circulation, but only what is expected at this season. The amount reduced is large because a larger amount than usual was put in circulation owing to the activity of trade during previous months. With all the reduction, the amount in circulation is over a million dollars more than in the same month a year ago. Foreign balances though reduced during the month stand at nearly eight millions more than on the same date last year. Overdue debts have been reduced about a quarter of a million during the year, though slightly increased during the month. The people's deposits show a considerable falling off during the month, the decrease in demand deposits overbalancing the increase in those payable after notice by nearly two millions. Capital paid up and reserve fund continue to increase steadily. We still have the assurances of correspondents in the country that large quantities of last year's crops are yet in the producers hands holding for higher prices, and, as we have stated on more than one occasion previously, we do not believe there is a profit in so holding over products of the farm. There are so many modes of shrinkage, that each though small in itself when combined with others amounts to considerable.

The reports of loan companies now being issued for 1891 are most satisfactory, so far as payments are concerned. Arrears of interest are well paid up and the demand for new loans far from urgent; in fact, a surplus seems to be accumulating, but which in all probability will find employment in the yet undeveloped Northwest. If not in demand there, a lower rate of interest must follow. In any case the rate of interest current in the Provinces of Ontario and Quebec in past years cannot be expected in the future,



except under the development of extraordinary circumstances altogether unexpected.

Judging from the bank accumulations of capital and reserve funds, also foreign balances and with no extra demand for larger credit, with an increase of over 16 millions of deposits by the people, who altogether are seemingly contented with their lot, we must admit that Canada had much to be thankful for in the year 1891.

The exports of South African gold *via* Cape Colony and Natal for 1891 was \$13,962,360 in amount, against \$9,529,525 in 1890, and \$7,228,270 in 1889. There has been a great falling off in the three years in the Natal exports and a large increase in that of Cape Colony, the totals being as above stated. The failure of two or three famous mines in the Natal district explains the falling off.

The Chinese bank note in the possession of the British Museum, issued about the year 1368 under the Ming dynasty, antedates the first bank notes used in Europe by about three hundred years. The use of bank notes by China, it is claimed, dates back a long distance prior to the above date, but, so far as known, no earlier specimen than that here referred to in the British museum is extant.

The increase of goods shipped to foreign countries from the United States by trans-shipment at Montreal has been increasing year by year, as shown by the following comparative statement of values :—

Year ending June 30.	Value.	Year ending June 30.	Value.
1886	\$5,745,606	1889	\$10,314,396
1887	7,645,393	1890	12,714,705
1888	8,058,888	1891	13,202,292

From the Vancouver *World* we learn that a New York syndicate, with a capital of \$15,000,000, backed by several of the largest New York bankers, have purchased a number of mining claims in British Columbia, including the Lilloet Hydraulic Gold Mining Co.'s plant and a \$600,000 claim on Bridge River. Other claims further up the country are said to have been bonded for \$5,834,000. Victoria is to be the headquarters of the syndicate. This large investment of cautious New York capital speaks well for the mining interests of British Columbia.

The revenue and expenditure of the Dominion Government for the seven years past, ending June 30 each year, have been as follows :—

Year.	Revenue.	Expenditure.	Surp's or Def't.
1885	\$32,797,001	\$35,037,060	— \$2,240,059
1886	33,177,040	39,011,612	— 5,834,572
1887	35,754,993	35,657,680	+ 97,313
1888	35,908,493	36,718,495	— 810,032
1889	38,782,870	36,917,835	+ 1,865,035
1890	39,879,925	35,994,031	+ 3,885,894
1891	38,579,000	36,343,000	+ 2,236,000

This shows a falling off in surplus in 1891 from the previous year of \$1,649,894, owing largely to the practically abolished duty on imported sugar.

There really seems to be favorable indications that, properly managed, a very large and profitable trade with China and Japan, especially the former, may be built up by Canada. The regular line of steamships in connection with the Canadian Pacific Railway now running between Vancouver and Hong Kong and Shanghai makes intercourse direct and easy at all times of the year. The feeling against the United States on account of hostile legislation against Chinese immigration causes that people to prefer the Canadian trade, and as Manitoba has abundance of flour, and British Columbia has fruit, canned goods, and other natural products of value, while cotton and woollen goods can be profitably produced in the Eastern portions of the Dominion, there is no reason why a large trade should not follow the channel indicated.

STATISTICAL ABSTRACT OF THE CHARTERED BANKS IN CANADA.  
*Comparison of Principal Items.*

<i>Assets.</i>	31st Jan., 1892.	31st Dec., 1891.	31st Jan., 1891.	Increase and Decrease for month.	Increase and Decrease for year.
Specie and Dominion Notes .....	\$16,256,318	\$15,882,353	\$16,680,579	Inc. \$373,965	Dec. \$ 424,261
Notes of and cheques on other Banks .....	5,884,187	9,119,736	9,280,488	Dec. 3,235,549	Dec. 3,396,301
Due from American Banks and Branches .....	17,650,742	18,464,364	11,201,587	Dec. 813,622	Inc. 6,449,155
Due from British Banks and Branches .....	5,094,959	6,337,591	3,697,667	Dec. 1,242,632	Inc. 1,397,292
Canadian Municipal Securities and Brit., Prov. or } For'gn. or Col. Pub. Securities other than Dominion }	6,538,942	6,438,105		Inc. 100,837	
Railway Securities .....	5,397,662	4,825,965		Inc. 571,697	
Loans on Stocks and Bonds on call .....	14,568,049	14,401,695		Inc. 166,354	
Current Loans to the Public .....	184,034,993	186,590,602		Dec. 2,555,609	
Overdue debts .....	2,770,349	2,656,588	3,039,121	Inc. 113,761	Dec. 268,772
Total Assets .....	275,956,236	280,754,661	258,410,930	Dec. 4,798,425	Inc. 17,545,306
<i>Liabilities.</i>					
Bank notes in circulation .....	32,705,400	35,634,129	31,662,099	Dec. 2,928,729	Dec. 1,043,301
Due Dominion Government .....	2,607,596	3,238,857	3,490,007	Dec. 631,261	Dec. 882,411
Due Provincial Governments .....	3,441,101	2,644,732	2,902,447	Inc. 796,369	Inc. 538,654
Deposits made by the public .....	150,906,193	152,807,542	134,422,071	Dec. 1,901,349	Inc. 16,484,122
Do. payable on demand, or after notice between Bks.	2,894,644	2,830,933	2,443,417	Inc. 63,711	Inc. 451,227
Due to American Banks and Branches .....	128,925	216,374	117,425	Dec. 87,449	Inc. 11,500
Due to British Banks and Branches .....	1,301,982	1,416,382	1,836,316	Dec. 114,400	Dec. 534,334
Total Liabilities .....	194,645,730	199,453,832	177,214,424	Dec. 4,808,102	Inc. 17,431,306
<i>Capital.</i>					
Capital paid up .....	61,346,171	61,299,305	60,084,280	Inc. 46,866	Inc. 1,261,891
Reserve Fund .....	23,728,254	23,666,827	22,005,904	Inc. 61,427	Inc. 1,722,350
Directors' Liabilities .....	6,127,129	6,077,636	7,397,368	Inc. 49,493	Dec. 1,270,239

Deposits with Dominion Government for security of note circulation, \$843,075.

NOTE—Loans on call or Current Loans for year cannot be accurately compared owing to changes in the form of return under the new Banking Act.

## Correspondence.

We do not hold ourselves responsible for views expressed by Correspondents

### LETTER FROM TORONTO.

Editor INSURANCE AND FINANCE CHRONICLE:—

Replying to many inquiries, my non-appearance in the last two issues of the CHRONICLE can be attributed to that prevailing epidemic "la grippe." This disease has been far-reaching, and I fear the life companies will experience an increased mortality therefrom during the earlier months of the year. I notice one assessment society has turned "la grippe" to good account, and satisfied its members that the increased calls is from that cause, whereas it is largely from the increasing age of its members.

Rebating got on a tremendous spree here during the months of December and January, and had a glorious time in one direction, much to the disgust of the large army of agents who are opposed to that obnoxious practice. I am assured that the case referred to was special, and will not occur again. The company whose policies were hawked about the streets during the time named is an excellent institution, and its agent a splendid fellow, so I withhold names. It is explained that the said agent had been working the whole year for a special bonus, and as the end of the time approached, he was short a few thousands, and to secure the desired amount placed certain policies, allowing the insured almost the whole of the first payment. The proper amount of premium was reported to the company, which was entirely ignorant of the method employed to write the business.

There is a moral to this, and that is, either the companies should not give bonuses, or rebating should be prohibited by law. I learn that the Ontario Government have under consideration a bill dealing with this very subject, and all well-wishers to the business sincerely hope that it will be passed this session. The new president of Agents Life Association here, Mr. Murton, is a strong advocate for such a bill, and the energetic secretary, Mr. Cromar, is very active in its favor. When the active workers in the field are desirous of having such an act put in force, backed up by a requisition from all the companies, the government will surely not delay in dealing with this important matter.

An ex-insurance man, that genial gentleman Mr. Harty (late of the Equitable), can now write M. P. P. for Kingston after his name. He will be a decided acquisition to the Ontario House, as he has good ability and is a fluent and excellent speaker.

Ex-Mayor E. F. Clarke, M.P.P., president of the Excelsior Life, has now got settled in his chair as managing director of that company. He has many excellent qualities that should make him a good man for the position, not the least of which is his modesty. He differs from many a new entrant in the business, who when pitchforked into a managerial position gets an enlarged cranium and assumes to know more than experienced men. Mr. Clarke says he recognizes that he has all to learn, and simply states to those who requested him to take the position that he will do his best. Actuary D. P. Fackler valued the policies, and after providing for the same, as also the paid-up capital, and allowing all the claimed assets as good, it would appear that the company has a slight margin to the good. May the surplus show a large addition at the close of 1892 is the worst wish I can tender.

I hear of a new company, "The Peoples' Life," who are at the back of it and what it proposes to do no one of any standing in the profession can tell me. It is not at all needed, and is labelled "of doubtful success" before it starts.

There is a suit at present in the courts entitled "Potts vs. the Temperance and General Life Company" of this city. In justice to the company, I find they are not defending this on any pretext whatever, but that the policy was not in force at the time of the death of Rev. Mr. Jeffrey the insured. The fact is

the policy was surrendered for a cash value of about \$180 some time before the reverend gentleman died, and until the case comes to trial, it is difficult to see what basis there is for suing the company for the balance, \$4,220. The Federal Life of Hamilton are apparently very properly contesting the payment of a policy for \$5,000 on the life of one Demers, formerly of Ottawa, but who died in Montana. I trust all respectable agents will withhold further remarks respecting this case, pending a decision by the courts.

Mr. R. H. Jarvis, for many years the active and successful manager of the Federal Life for Toronto and Eastern district, has severed his connection with that company. Hereafter he will travel east of Toronto as a special for the Ontario Mutual. If I mistake not, there is a lot of good work in friend Jarvis, and in common with every one who knows him I tender him my best wishes for his future success.

Mr. Smith, the successful agent of the New York Life at Quebec, spent a few days in this city on his return from New York. He was delighted with the city and everything he saw here. Those who met him reciprocate by saying they were pleased to make his acquaintance, and will be glad to welcome him here again whenever he feels like coming.

Mr. Simms, who has held a prominent position in the Confederation Life for many years, has severed his connection with the company. This clever gentleman has devoted his spare time to inventing a brick machine, and having at last perfected it will hereafter devote himself to brick making. All who know him wish him every success in his new undertaking.

It is said that Manager Macdonald of the Confederation Life is contemplating a trip to California, whether for health or to extend the company's operations to the Pacific Coast, my informant did not say. Manager McCabe of the North American has gone for his annual holiday to Florida, this time in search of health, as I learn that of late he has been far from well.

The president of the same company, Hon. A. Mackenzie, M.P., will not likely see Ottawa this session, as he is confined to his house with a serious illness. His medical adviser says he will likely improve with the return of milder weather.

Mr. Blackader, actuary of Insurance Department, Ottawa, is in town, taking a look over the different companies' books, and it is said he is proving himself an expert examiner, which fact, however, is not appreciated in some quarters.

British America rumors have been completely set at rest by the appointment of Mr. Sims from the Mercantile of Waterloo as manager of the Canadian department. I understand he is to be manager in name and in fact; and if hard work and long experience, combined with careful management, will make the Canadian department a success, then the company has secured the right man for the position. The leading fire men here have expressed their desire to aid Mr. S. in every possible way, and, moreover, one manager said: "If I had known Sims was available, he is just the sort of man I have a position for."

The other day I met Ed. Pearson, the successful agent of the Northern, and J. S. Lockie, inspector of the same company, with tears in their eyes. I said: "What's the matter, gentlemen, another large loss?" "Yes," said Pearson, "the Northern is losing my old and dear friend Lockie." The latter replied: "I am shedding a tear at parting from old tried and true friends, as I have found every one to be connected with the Northern, and for joy that at my age I can settle down with my family in Waterloo." While congratulating the company on securing an excellent and efficient man, I tender my sympathies to the Northern on losing one of the most painstaking and hard-working fire inspectors in this country.

At last the Guardian agency has been arranged here. Mr. Gibbs, late of the Citizens, joins Mr. Armstrong, and as a firm they will certainly make a strong team, both having a large circle of acquaintances.

Assistant Secretary Chase, of the Hartford, was in town, and seemed well pleased with the manner in which Chris. Henderson is looking after the interests of that company in this city.

Mr. Burt, secretary of the Connecticut Fire, was in town recently, on his way to visit Kansas and the Southern agencies. He returns via San Francisco. This trip will take him two months, during which time he not only meets all his agents, but takes a look at the principal risks at leading points. He takes a hopeful view of the business for 1892, which will be gratifying news to our fire men here.

Messrs. Lyons and Williams take the city agency of the London Assurance Corporation, while Mr. Taylor, late of the British America, will attend to the office, inspection, etc., all excellent appointments.

The Fire Underwriters Association elected Mr. Blackburn of the City of London president; Mr. Adamson, British America, vice-president; and the old experienced veteran Robert McLean was re-elected secretary.

The kickers and grumblers got well sat on. It is said that Alex. Dixon put up 2 dozen of "Mumm's Extra Dry," and every man swore on a piece of hose (not ladies,) that he would never (no, hardly ever) allow any person a commission unless a duly recognized agent. Later, Mr. McLean desires me to say he took coffee, and Dixon says the Mumm's Extra Dry story is a blamed yarn; he never stood any one a bottle of "fizz" in his life. Probably he will next year, if they elect him president.

The wholesale and retail dry goods merchants of this city have requested a reduction in the fire rates. The president explained to the deputation, that their numbers being limited there was really no basis on which they could make them a reduction from the present rate. There are many reasons to be advanced why rates should be maintained instead of reduced; the most forcible, however, is a glance at the fire insurance reports for last year, which will show that mighty few of them made any money whatever.

P. B. P.

TORONTO, Feb. 24, 1892.

### OUR LONDON LETTER.

Editor INSURANCE AND FINANCE CHRONICLE:—  
OLD AGE PENSIONS.

The reading of Mr. R. P. Hardy's paper on this subject came off on the 25th ulto. at the ordinary meeting of the Institute of Actuaries. Those who had attended the meeting in the expectation of hearing an elaborately detailed paper treating of the principle of collective life assurance were disappointed, for Mr. Hardy's paper was remarkably concise, and to a large extent very technical. From the latter points of view it is admitted that Mr. Hardy has made a valuable contribution towards the solution of a problem, which everybody acknowledges to be in the highest degree perplexing. Mr. Hardy's paper may be briefly summarized in his own words as a treatise on the "provision for a minimum aid towards sustenance in that period of permanent incapacity known as old age, and for the burial of the dead." Unlike some of the plans that are afloat for making this provision, the plan laid before the Institute really touches the needy poor, and it is quite certain that no scheme will be acceptable that does not do this. The age at which it is proposed that benefit shall commence is 65, and the minimum amount of aid is to be 5s. per week, or an assurance of £1. To attempt to discuss Mr. Hardy's paper at this moment would be premature; but as an instance of the difficulties that are likely to arise in providing old age pensions, I may quote the opinion of an eminent authority with regard to the cost attending it. It is said that in order to carry out the scheme propounded by Mr. Hardy, the general population of the kingdom must bear an additional income tax equal to 1s 6d in the £, which added to the present tax of 6d. in the £ will represent a contribution for each taxpayer equal to one-tenth of his income,—a result that would be truly appalling. It was also pointed out that if the government should adopt the scheme, its action in making the needful reserve for the purpose of discharging the emergent death payments and pensions from time to time would create a serious disturbance in the rate of interest earned by assurance companies on their invested funds.

### THE MUTUAL RESERVE FUND

has been again in the law courts, where it got a harder knock perhaps than it received from the Lord Chief Justice. Your readers will recall possibly the severe strictures of that distinguished jurist upon the principles and practice of the association. But Mr. Ridley, the official referee in a lower court, had a far worse case before him. The late manager of the Mutual Reserve, Mr. W. H. Hayward, brought an action against it for the recovery of sums due as salary and commission. In defending the action, the conduct of the managers of the association was openly denounced by the judge, who declared that they had dared to put on record "a false statement" in their attempt to evade the payment of "debts due to their officers." "He did not know whether this association was likely to succeed or not in this country, but he did not think it deserved unless it did

its business in a very different way to that disclosed in the present action... He was unable to find in the suggestions for the defence the trace of a grain of honesty." This is very strong language, and must have been extremely unpalatable to E. B. Harper and his coadjutors.

### THE BRITISH NATURAL PREMIUM,

Provident Association, the offspring of W. H. Hayward's brain (why didn't he christen it more briefly), is now apparently in full working order, and determined to demonstrate to the inhabitants of the United Kingdom the fallacy upon which existing life companies are based. In the ordinary course of things a public meeting has been held, at which the chairman of the association presided. He seems to have showered congratulations all round, quite a quantity descending on the head of Mr. Hayward, as was only right and natural. I have already explained that the B. N. P. A. is closely allied in its principles to the Mutual Reserve Fund, but with a difference. It is nevertheless essentially a hand-to-mouth affair, and is environed by the difficulties that are inevitably connected with such institutions. The chairman flourished a very large trumpet, and blew it loudly in praise of the association. He announced that during four months of active work, they had appointed no less than 87 agents; and have during that period received proposals amounting to £195,000, an event which he thought was "unprecedented" in the history of life insurance companies. How much of this resulted in actual policies we are not told. The B. N. P. A. boasts in its prospectus that it accepts none but first class lives. I do not see any extraordinary merit in this announcement. Many offices both in England and America have a similar rule, but I don't think any the better of them for it. Apart from the *injustice* inflicted upon thousands of persons who desire to make provision for their families, I believe that the companies who limit their acceptances to so called first class lives are pursuing a policy of exclusion that is justified neither by expediency nor experience.

### SECOND CLASS LIVES

can be safely and *profitably* assured in spite of all that is said to the contrary, aye, even by Mr. Richard A. McCurdy. I have before me the text of a letter written by that gentleman whom you know as president of the Mutual Life of New York, in which he seeks to prove that it is a "hazardous and speculative enterprise" to undertake the assurance of impaired lives. He cannot, of course, ignore the existence of the Clerical Medical and General over here, nor of other offices that do business on the same lines, but he—as I think somewhat disingenuously—endeavors to qualify their undoubted success, by saying that the invalid business is but a "small fraction" of the general business, and that these offices are not so successful as they would have been if they had taken only first-class lives. Now, this is a great mistake, as the last annual and quinquennial report of the Clerical and Medical will prove. Any one having a knowledge of the fact that the assurances on impaired lives constitute a *large* fraction of the company's business can see from the report at a glance that it is a remarkably successful institution, so much so as to enable the actuary to do a little fanciful valuation work, as I pointed out in my last letter. I don't think the "largest office in the world" would come out quite so well on a valuation at 2½ per cent. That is my opinion, Mr. Editor, and not yours, you know. The object of every life assurance company should be to extend the peculiar benefits of the system as widely as possible consistent with safety; and that under-average lives can be safely assured is abundantly proved by the experience of half a score of offices on this side of the water. So that one can say with the Grand Inquisitor in *The Gondoliers*:  
"Of this there can be no manner of doubt,  
No possible, probable shadow of doubt,  
No possible doubt whatever."

### NEW YORK LIFE OFFICE.

I see that the president of this company has tendered his resignation, and that it has been accepted. What other course the trustees could have adopted one cannot see; for although the report of the State Superintendent of Insurance shows the office to be solvent, the policyholders could scarcely have preserved their minds free from anxiety while Mr. Beers remained the president. I know at least that hundreds of people in this country will sleep more quietly in their beds now that he is no longer the chief officer of the company.

### RELIGION AND LIFE ASSURANCE

ought not to be hostile to each other in any degree. At least, it does not appear why they should be. I have often seen the saying of one of the sacred writers respecting the infidelity of the

man who does not provide for his own quoted as an argument in favor of life assurance; and, therefore, if, in addition to the words of sacred writ, the assistance of a minister of religion be invoked to spread the principles of life assurance, there does not seem to be any ground for complaint. But your religious contemporary over here, the *Christian World*, is very indignant with the officials of a company that shall be nameless, because they seek to lessen the prevailing unfaithfulness by asking the pastors of the "flocks" that are spread about the country to sign a post card on which is printed the following request: "I will thank you to say what fee you are prepared to pay me for introducing an agent in connection with my congregation." The pastor is asked to help the office to extend the benefits of life assurance, and in return the office wishes to do some good to the pastor. I don't see anything very derogatory to either the parson or his religion in asking him to accept a fee for really valuable help. But your contemporary is evidently of opinion that in this instance, at any rate, religion and business should not go hand-in-hand.

VIGILANS.

LONDON, Feb. 16, 1892.

### THE CITIZENS' ACCIDENT BUSINESS.

We understand that the accident branch of the Citizens Insurance Company has been amalgamated with the Mutual Accident Association of Manchester, of which Messrs. Eastmure and Lightbourn are Dominion managers. This is no doubt the best arrangement which could have been made for all parties concerned. Mr. A. L. Eastmure of the above firm has been connected with the Citizens accident department for more than twelve years, and has practically had the management of it, and there will therefore be no disturbance of existing arrangements. The head office will be at 3 Toronto St., Toronto, while Mr. S. E. Eastmure will continue as superintendent at Montreal.

## Notes and Items.

The total loss by fire on buildings and contents in Winnipeg during 1891 is stated at \$45,262 and the risks involved at \$1,123,281.

The New York Lloyds, E. R. Kennedy, attorney and manager, is announced ready for business, with fourteen contributory underwriters.

The announcement is made by Manager Allen of the Northwestern department at Chicago of the Royal, that the company will hereafter write tornado risks.

The late Rev. C. H. Spurgeon was for more than thirty years insured in the Accident Insurance company of London. In 1889 he received benefits for a few weeks on account of injuries from a fall.

The revised tariff on cotton mills in England, to which we not long since referred as under consideration, has been adopted by the Fire Offices Committee and is generally proving to be acceptable.

The fire loss ratio in California in 1891, according to the *Coast Review* figures, was 32.7 for California companies, 38.0 for companies of other States, and 35.9 for foreign companies. Let's emigrate to California.

The new life assurance written in California in 1891 was \$25,383,998, an increase over the preceding year of \$2,543,880 and the increase in new premium \$103,813. The increase in total premiums was \$311,545.

The premiums of all the stock fire companies in Massachusetts last year were \$7,313,088, and the losses incurred \$4,839,222, or 66.2 per cent. The mutual fire companies reported \$2,462,716 in premiums, and incurred \$965,156 in losses, a ratio of 39.2 per cent.

The number of fires in Brooklyn in 1891 was 1,491, entailing a total loss of \$1,608,591, of which \$571,761 was on buildings and \$1,036,830 on contents. The insurance on the former was \$3,185,738, and on the latter \$2,734,888.

At the recent annual meeting of the Equitable Life of New York, the office of treasurer was created, and Mr. Sidney Dillon Ripley, formerly cashier, elected to that position. Mr. Michael Murray, assistant cashier, was promoted to be cashier.

The anti-rebate and license amendments to the Dominion Insurance Act, to which we have so frequently referred, and which we printed in full in our issue for June 1st last, have been introduced in the House at Ottawa by Hon. R. S. White.

Notice is given in the official *Canada Gazette* of intended application to Parliament for the incorporation of the "Victoria Life Insurance Company." Its proposed location is not given, but Milligan & Cane of Toronto, as solicitors, sign the notice.

The Chicago city council has adopted the report of the special committee on high buildings, which provides that the maximum height hereafter allowed shall be 150 feet, that height being permissible only on streets having a width of 80 or more feet.

That excellent and familiar publication, the "Post Magazine Almanack," published in London by T. J. W. Buckley at Wine Office Court, Fleet Street, is at hand for 1892. Its well digested facts and figures about insurance companies are of sterling value.

A decision has been rendered by the Supreme Court of Michigan, in the case of *Gould vs. the Dwelling House insurance company*, that the provisions of a policy fixing the time within which proofs of loss shall be furnished are essential, and that they cannot be waived by an agent.

The president of the New Orleans Cotton Exchange is credited with the statement that out of 20,000,000 bales of cotton received in New Orleans in ten years, only 35,000 bales were damaged by fire, being about one-sixteenth of one per cent. of the total value. It is in the shipment of cotton that the principal peril seems to exist.

A bill has been introduced in the New York Legislature prohibiting, under penalty, any fire insurance company or agent from including in the sum charged in the policy for the insurance "any fee, compensation, charge or perquisite whatsoever." Any policy fee or charge other than for premium shall be endorsed, with particulars, on the policy.

One of the choicest souvenirs of the season which we have seen is issued by the Manchester Fire, and reaches us through the courtesy and with the compliments of Mr. James Boomer, the well-known manager for Canada. It consists of a morocco-cased, large sized pocket memorandum book, with silicate slate attachment, and is useful and ornamental.

We have received the first number of a monthly insurance journal called the *Insurance Reformer*, edited by Hugh Morris, and published at Liverpool. If the superabundant confidence of the editor in his own ability to revolutionize life assurance, and to mould it after the pattern of the natural premium and pay-as-you-go plans, is a requisite to the success of this new venture, it will surely succeed, for this confidence finds ostentatious expression on every page. The typographical appearance of the paper is excellent.

"All that glitters is not gold." Envy not the high-pressure life insurance agent, even though he rushes through the world in loud plaids and behind a meteor. Recent developments have proven, what the writer has often maintained, that the high-pressure man is sometimes obliged to sell his past, mortgage his present and even pawn his future.—*Insurance Post of Chicago.*

According to the report of the fire patrol of San Francisco, the insurance involved in fires attended by it in 1891 was \$3,757,797, on buildings \$1,736,153, and on contents \$2,021,644. The losses paid were: on buildings, \$195,893; on contents, \$372,089; total, \$567,982. The cost of maintaining the patrol was \$25,873. The force extinguished 10 fires, held 2 in check, and spread 969 covers.

We have been shown a *fac simile* of the original house-mark or sign used by the Guardian Assurance Company of London to mark each house or building insured by it. It consists of a stalwart figure in helmet and plume grasping in the right hand a spear, and hovering above a receding cloud of smoke. The figure is executed in gilt with dark background and silvery smoke-cloud.

**Insurance Hockey**—The Guarantee-Northern and Phoenix-Guardian teams will play a match during the coming week in the Victoria Rink for a trophy presented by THE INSURANCE & FINANCE CHRONICLE. This match will no doubt be interesting as it is supposed to decide which is the better team. The Guarantee-Northern are the "league champions," having defeated the P.-G. by one goal.

We notice that a bill has been introduced in the New York legislature providing for the non-foreiture, after three years, of all life policies issued after May 1 next by companies of that State, all policy stipulations to the contrary notwithstanding. The features of the bill fixing the basis on which paid-up insurance shall be issued and the surrender charge are substantially the same as those of the Massachusetts law.

The Annual statement of the New York Life, as approved by the board of trustees, presents the following summary:—

Total assets.....	\$125,947,290	81
Liabilities.....	110,806,267	50
Surplus.....	\$15,141,023	31
Income.....	31,854,194	98
Disbursements.....	19,458,089	90
Number of policies issued during 1891.....	52,746	
New insurance.....	152,664,982	00
Total number of policies in force Jan. 1, 1892...	193,452	
Amount at risk.....	614,824,713	00

The annual meeting of the Eastern Assurance Company of Halifax was held on the 18th ult., and largely attended, at which the management was strongly endorsed by the re-election of the former directors by an almost unanimous vote. Mr. J. C. Mackintosh and Mr. Israel Longworth were elected new members to fill vacancies. The assets, as certified by the company's auditors, are \$301,004 and a reserve is set aside for reinsurance of \$32,730. The paid up capital is \$250,000. It was shown that, notwithstanding the necessary expense to which a new company is subject in establishing its business, the management expense last year was less than two per cent. above the general average of the old companies. The attempt of one or two disappointed seekers for office in the company to discredit its management and condition has been a dismal failure, and the shareholders and the public give to it the confidence it so well deserves.

At the recent annual meeting of the Equitable Life, the board of directors, after very complimentary allusions to the valuable services of Mr. John A. McCall as comptroller of that company, which were made a minute in the records, also adopted the following:—

This Board, therefore, records its high appreciation of Mr. McCall's abilities, its profound regret that his official relations with the Society are terminated, and its desire for his prosperity and success in his new sphere, and indulges the hope that all the great life insurance companies will co-operate in effecting such improvements in management as the magnitude of the business now makes desirable.

The annual report of the Metropolitan fire brigade of London for 1891 shows the total number of actual fires to have been 2,892 against 2,555 for the preceding year—a gain of 337. Of the total, 193 are classed as slight, and 2,699 as serious, though the extent of loss in neither class is given. The average number of fires per year for the past ten years is given at 2,201, so that 1891, as compared with this average, shows an increase of 691. A striking feature of the report is the number of false alarms, of which there were 1,029 during the year. There were 47 fires in which lives were lost, the number of lives lost being 61.

A meeting of the Board of Trustees of the New York Life was held on Wednesday of last week, at which Mr. Loomis L. White, one of the board, presented his resignation, which was accepted. As expected, Mr. George Perkins, who was previously proposed by President McCall, was elected third vice-president of the company and will have charge of the agency department. Mr. Perkins has been the very successful superintendent of agencies for the West during the past year or two, and is a young man of great promise. Mr. Chas. C. Whitney was also appointed by the Board as secretary of the company.

**Mr. Jas. W. Taylor.—In Memoriam.**—At a meeting of the Canadian Fire Underwriters' Association, held in this city on Feb. 3, 1892, the following resolution was adopted:—

Resolved.—That the members of this Association have heard, with much sorrow, of the decease of their late confrere Mr. J. W. Taylor, to whom, on his recent relinquishment of the management of the Caledonian Insurance Company, and his retirement from the business, a resolution was tendered, expressing their regard and esteem, and their appreciation of the able services he had rendered the Association as a past Vice-President, and as Chairman of the Committee on Legislation since its organization; and also, conveying the wish that he would for many years enjoy the rest and repose which he had so well earned. They now desire to offer their sincere sympathy to his widow and family in their affliction, and the expression of their regret that the hand of death has been laid upon him before he has had the opportunity of enjoying the leisure to which he was looking forward.

ALF. W. HADRILL, *Secretary.* WM. TATLEY, *Chairman.*

**PERSONAL MENTION.**

MR. J. C. GRIFFIN has been appointed general agent by the British America of Toronto for New England and the Middle States.

MR. WM. MCCABE, managing director of the North American Life of Toronto, started last week for Florida, where he expects to sojourn for about four weeks.

MR. DAVID DENNE, the well-known insurance broker of this city, has been appointed city agent of the Guardian. Mr. Denne is one of the good fellows in the business.

MR. THOS. D. JORDON, assistant secretary and acting assistant to the comptroller of the Equitable Life, and who has been with the company since its organization, has been elected comptroller of that company in place of Mr. John A. McCall. This is an excellent appointment.



PRESIDENT RICHARD A. MCCURDY, of the Mutual Life of New York, accompanied by his son Robert H., have started on a tour of inspection of the company's foreign agencies.

MR. JOHN W. MOLSON, the well-known representative here of the Manchester Fire, has been appointed resident agent for the old Hartford Fire. We congratulate both parties on this happy arrangement.

WE LEARN WITH regret of the death on the 7th ult. of Mr. William Bourne, the well known compiler for many years of the "Handy Insurance Directory," "Handy Guide" and other useful publications in England.

MESSRS. ARMSTRONG AND GIBBS, have been appointed general agents at Toronto for the Guardian. Mr. Armstrong has been identified with the company for many years, and Mr. Malcolm Gibbs has been the Citizens' representative.

MR. J. W. MCFARLAND, long and prominently known as a citizen of Vancouver, B.C., has been appointed city and district agent at that place for the North British and Mercantile, and is regarded as a valuable acquisition to the company's force.

CALLERS ON THE CHRONICLE: G. W. Girdlestone, the well-known general agent at Winnipeg; R. H. Matson, Toronto, manager of the Provident Savings Life; Jas. Boomer of Toronto, manager Manchester Fire; A. L. Eastmure, of Eastmure & Lightbourn, Toronto; Alfred J. Bell, general insurance agent, Halifax; and H. D. P. Armstrong, Toronto.

WE NOTICE THAT the friends of Mr. Wm. D. Whiting, the well-known consulting actuary of New York, are urging his appointment as auditor of the New York Life—an office recommended in the report of Insurance Superintendent Pierce. We have received strong endorsements of Mr. Whiting from some of his actuarial associates in Canada whose opinions are of value, and trust that Mr. Whiting's claims will receive the consideration which his friends so confidently urge.

MR. A. J. RELTON of London, general manager of the fire branch of the Guardian, having completed all his arrangements in Canada, left for New York on Wednesday evening last, whence he sails for home to-morrow, the 2nd inst. A farewell luncheon was tendered him at the City Club by Mr. E. P. Heaton, on the 24th ult., to which most of the insurance managers and a few outside friends were invited. Mr. Relton has made a host of warm friends during his visit to the Dominion. We wish him *bon voyage*.

MR. JAMES LOCKIE, the well-known inspector of the Northern for five years past, and previously occupying the same position with the Mercantile of Waterloo, has been chosen by the latter company to succeed Mr. P. H. Sims as secretary and manager, the latter having resigned to accept the position offered by the British America, as chronicled in another column. Mr. Lockie's well tried ability and experience in the field and his former connection with the company unite to make this appointment by the directors a most happy one, and one which we take great pleasure in recording as every way fitting to be made. Mr. Lockie parts from the Northern with expressions of attachment for its service and of great esteem for its manager, Mr. R. W. Tyre, which we are assured are fully reciprocated by that gentleman. We wish Mr. Lockie abundant success in his new position.

### THE NORTH AMERICAN LIFE ASSURANCE COMPANY.

The annual meeting of this company, which was largely attended, was held in Toronto on Thursday, January 28, 1892. The president, Hon. A. Mackenzie, M.P., was appointed chairman, and Wm. McCabe secretary, when the report was submitted, of which the following is an abstract:

The Directors have pleasure in presenting this the eleventh annual report of the business of the company for the year ending December 31st, 1891, and congratulate the policy-holders and guarantors upon its continued solid progress and the excellent position it has attained.

During the year 1614 policies were issued, insuring \$2,393,933, exceeding both in number of policies and amount of insurance the business of 1890. The highly satisfactory position of the company is apparent on reference to the accompanying financial statement, showing, as it does, an increase during the year in interest-bearing assets of over \$160,000, which now aggregate the sum of \$1,215,560.41.

The surplus shows a large addition, and now amounts to \$183,012.41, the net earnings of the year being over \$70,000, a sum almost equivalent to 60 per cent. of the surplus held at the close of last year.

The rate of interest earned during the year on investments was 6.10 per cent., which, it is believed, compares most favorably with that earned by any other life insurance company on this continent. This fact, coupled with the large surplus-earning power of the company, speaks well for increasing accumulations for the benefit of the company's members, the majority of whom are holders of its investment policies.

Your Directors note with pleasure the preference shown by its insurers for the company's Compound Investment plan which was introduced last year, combining, as it does, all the advantageous features of Semi-Tontine, with many valuable additions not hitherto covered by any similar form of investment insurance under one contract.

The death losses during the year were again well within the expectation, the income from interest alone exceeding them by \$10,312.11. The Directors recognize that great credit is due to the company's able and experienced medical director, Dr. James Thorburn, for the skill shown by him in his department.

The auditor made a complete audit of the company's affairs monthly, and at the close of the year verified the cash on hand and in banks, and examined each mortgage and every other security held by the company. The auditing committee of the board made a like minute audit.

A. MACKENZIE, *President.*

JOHN L. BLAIKIE, } *Vice-Presidents.*  
G. W. ALLAN, }

#### FINANCIAL ABSTRACT.

Cash income.....	\$401,046 56
Expenditure (including death claims, endowments, profits and all payments to policy-holders).....	237,425 53
Assets.....	1,215,560 41
Reserve Fund.....	954,548 00
Net surplus for policy holders.....	183,012 41

Audited and found correct.

WM. MCCABE,

*Managing Director.*

JAMES CARLYLE, M.D.,

*Auditor.*

#### REPORT OF THE CONSULTING ACTUARY.

To the Directors of the North American Life Assurance Company:

GENTLEMEN,—A careful examination of the results of your work for the year 1891 shows very abundant cause for congratulation, with not a single point for regret.

Although strictly in line with your experience since the date of your organization, it seems that no previous year shows so much of healthy, steady, and vigorous growth. The elements of the favorable growth, covering as they do the results of the work of all your executive departments, are a substantial proof that your business in every phase has been skilfully and intelligently managed.

Your gain in total insurance in force is a sure indication that your policy holders are satisfied with the conduct of the company and appreciate your able and untiring supervision of its affairs.

With assets of about a million and a quarter of dollars, and a run of policies having a conservative element of investment with a long period before maturity, you are sure to show a continued progress in the same direction. Policy-holders will from year to year show greater appreciation of your large and safely invested Reserve Fund, which is the pledge of their protection and of your correct system of management. Furthermore, the increasing value of your old business will give a greater vested



interest to the old policy-holders in your concerns, will secure their co-operation with you and with your agents, and will tend always to a greater and still greater degree of persistency.

The character of your policies is such as to give you a large earning power, and a large earning power in connection with a careful and conservative management means a constantly growing surplus fund and an increasing power of affording abundant security to each and every one of your policy-holders. It is quite possible for a company to have an average of business embracing too great an element of investment, and this you happily avoid. I think I can safely say that the lists of your policy issues are just such as a careful selection would indicate a preference for.

Your large proportion of twenty payment life policies secures a good premium income, binds the insured to its continuance for a long time to come, and nevertheless has sufficient of the element of investment to secure a good degree of persistency.

A net surplus of \$183,000 compares favorably with the showing of other companies, and is an unusually favorable result. There are other points of most favorable progress indicated by your statement, but they all tend in the same direction and emphasize the skill and carefulness of your management.

WM. T. STANDEN,  
*Consulting Actuary.*

The Hon. A. Mackenzie, M.P., in moving the adoption of the report, said:

I can assure you, gentlemen, it affords me a great deal of pleasure to meet you all again at this our eleventh annual meeting, knowing as I do that the statement placed before you of the work of 1891 shows that our company continues the prosperous career that has been characteristic of its operations from the very first year it commenced business. In every department, tending to the present and future prosperity of the company, advances have been made, and especially in that most important item, surplus.

Last year we paid our first investment policies, and others are maturing this year. From the report of our consulting actuary, I feel sure the result will prove satisfactory to the holders of these policies.

I believe the amount of profit earned for the past year will compare most favorably with that earned by any other company, and is in itself the strongest reason I can advance why our policy-holders should endeavor to maintain their policies in this company, and those who hold long term investment policies will doubtless maintain the same, as I believe it will be advantageous for them to do so.

Our endeavor has been to make this a thoroughly solid and safe company. I know that many of my personal friends are among its early policy-holders, and I rejoice to be able to say to them to-day that the solidity of this company is, in my opinion, not exceeded by any other on this continent.

The assets of the company are all safely and carefully invested in the very best class of interest-bearing securities, and so far we have not experienced the loss of one dollar through our investments.

The outlook last year for business did not appear to warrant us in incurring increased expenses to enlarge our agency operations. We therefore limited our work to about the same lines as in the previous year, and with exceedingly satisfactory results. Our new business was in excess of that of 1890, while our ratio of expenses showed a further decrease from that of the previous year.

In common with all our people, I rejoice in the bountiful and abundant harvest of the past year. The earth has given forth her increase, and this promises increased prosperity to every section of this grand country in which it is our privilege to dwell. I believe that all classes of business have been conducted during the past year on more conservative and economical lines than those which formerly prevailed, and if the same prudent policy be continued, it will argue well for a general improvement in business matters.

That the active officers of this company are the right men in the right place and thoroughly experienced in all the intricacies of the life insurance business, I know by coming in contact with them, and to this fact is largely due the great and pleasing success of the company. I am confident every contract entered into by the company will be as surely met in the future as similar contracts have been in the past, and that this company will maintain its proud record for fair dealing to its policyholders.

John L. Blaikie, Esq., vice-president, in seconding the motion, said: The statements submitted at every annual meeting that has been held of the North American Life Assurance Company have afforded grounds of congratulation, and the eleventh annual statement reveals results so satisfactory, that policyholders may well be congratulated upon being insured in a company where their advantages are so great and at the same time so certain.

The North American Life has now attained a proud position among the companies doing business in our goodly land, and it

is worthy of special notice that care has been taken to build it up upon foundations laid broad and deep, so solid indeed that future generations of policyholders can at all times keep an easy mind as to the ability of the company to fulfill its engagements and contracts, and that for every liability incurred by it there are ample resources in the first-class investments of the company, and a steadily increasing surplus besides, from which handsome bonuses to policyholders are assured. Solidity, permanence, profit can confidently be held out to insurers in the North American Life Assurance Company. I will now quote figures, showing that at the end of the eleventh year the North American had a larger income, surplus and insurance in force than any of the leading companies. In the important point of net surplus to the total liabilities, the percentage of the North American is 18.04, which will be found to be higher than the majority of leading companies transacting business in this Dominion.

At this point permit me to mention that a member of my family received by mail some circulars relating to one of the large life insurance companies of the United States, accompanied by a letter from a special agent. The documents are skillfully and ably got up, but great stress is laid upon the vastness of their assets, as if for that reason they must be better than such companies as have smaller assets. They do not present the other side of the question, viz., that they have correspondingly immense liabilities.

When the percentage of net surplus to assets is looked to, and that is the true test to apply, then I affirm that the North American Life is entitled to higher rank than many of the colossal institutions competing with us.

Next compare the percentage of death losses to the mean amount insured. Again, take the three leading companies, and they show 1.07 per cent., .61 per cent., .88 per cent., and the North American .50 per cent. Yet one other comparison, and that is the average rate of interest upon investments; it stands thus: 5.49, 5.50, 6.00, and the North American 6.06 per cent. Thus in all these most important particulars the North American takes first place, and consequently no company should be able to do better for its policyholders.

Having regard for these facts and figures and to the result of the business for 1891, the position of the North American Life is such as to warrant policyholders in regarding it with extreme satisfaction, and regarding its prominent characteristics as solidity, permanence, profit, to which may be added fair honorable treatment, and prompt payment of death claims.

To our active agents in the field we are again indebted for the noble services rendered to the company in securing so large an amount of business. It is all the more appreciated when the keen competition met with on all hands is considered.

While desirous of doing a large business, greater importance is attached to the character or quality of it, so as not only to have good lives, but insurers who will be persistent in keeping their policies in force. Every year a very large proportion and an increasing proportion of our business is of that character, which is a great advantage over that other class of policies obtained by what may be called high pressure canvassing, as a large proportion of that kind invariably becomes before long to be reckoned among the "Lapsed Policies."

The splendid statements submitted to-day will furnish our army of workers with arguments for their arduous labors, and will enable them to convince many insurers that they will consult their own interests by taking out a policy in the North American. Some businesses are pushed to the detriment of the community, and those engaged in the prosecution of such cannot fail oftentimes to have the uncomfortable reflection forced upon them that the more business they do the more injury is inflicted upon many. In marked contrast to this is the beneficent work of life insurance agents, as the more success they meet with the greater benefit they confer upon widows and orphans, or upon persons who take endowment policies, and thus provide against want and old age.

The faithful, zealous and unceasing labors of the managing director, Mr. McCabe, and Mr. Goldman, the secretary, and I may add of their efficient assistants, are worthy of special mention, and to them we are undoubtedly very largely indebted for the splendid success attained by the company. Daily intercourse enables me to speak confidently as to the valuable services rendered by these gentlemen.

Gentlemen, I have already trespassed too long upon your time, but one thing I desire to say, and though last it is not least in respect of interest to all of us. Our much venerated and esteemed President, the Hon. Alex. Mackenzie, has this day attained the age of 70, has reached the span of three-score and ten. We rejoice in his presence with us to-day, and unite most heartily in congratulating him on this occasion. Most sincerely and fervently do we unite in the desire and hope that a kind Providence may grant us the happiness of seeing him with us for many years to come.

Hon. G. W. Allan said that as a vice-president he had much pleasure in being present to-day, and especially in noting the

exceedingly satisfactory progress the company had made during the past year. The president and Mr. Blaikie had already spoken so fully on the affairs of the company that he would now refer to another interesting matter.

Probably some of those present to day were not aware that our chairman, the Hon. Alex. Mackenzie, had reached the allotted span of life, viz., 70 years, until the fact was mentioned by Mr. Vice-President Blaikie. He was exceedingly pleased to see that Mr. Mackenzie was enjoying his usual state of health, able to attend the meeting to-day, as he had attended very faithfully the meetings of the company. Mr. Mackenzie was one of those men who did not require any one to give him a character; his reputation for honesty and uprightness were synonymous with the honorable name he had borne throughout his career.

Hon. G. W. Allan then moved a special vote of thanks, accompanied by a substantial mark of the high appreciation of the great and valuable services rendered by the Hon. A. Mackenzie, M.P., to the company since its organization, whose continued solid progress had always given him the highest satisfaction, especially as a recognition of his being present on this the 70th anniversary of his birthday.

Mr. J. K. Kerr, Q.C., in seconding the motion, said: It is a source of pleasure to me personally to second this motion and to congratulate Mr. Mackenzie in being here to-day. Connected as I have been in many ways with Mr. Mackenzie, and especially in the early days of the company, I know of the interest he has manifested in its welfare, and of the efforts he has always made to advance its interests. Although not so able as formerly to work physically, his brain is as clear as ever, and his advice and counsel continue to be of the greatest advantage to the company. I am debarred from saying all I would like to say about Mr. Mackenzie, owing to his presence, as it might appear like flattery, and that is an article our chairman never dealt in. He believes in just what he is himself, the solid, honest man, who does his duty nobly in the sight of God and fears no man; and, gentlemen, I am sure you will all join me in the sincere hope and wish that our honored president may be spared many years to be present with us on these anniversaries.

Mr. Vice-President Blaikie intimated at this point that the Hon. Attorney-General Mowat exceedingly regretted his inability to be present to-day, being hindered by illness, as it would have given him extreme satisfaction to be with us and unite with the others in congratulating his much esteemed and honorable friend, the Hon. Alexander Mackenzie, on attaining his seventieth birthday, and wishing him many days of happiness and usefulness, crowned with Heaven's richest blessings.

Dr. Carlyle, auditor of the company, said: I consider it a pleasure to have an opportunity of making a few remarks about the financial statement before us. It is a plain, easily mastered one. I think it fully establishes the wisdom of the policy that has been pursued by the management of the company from its very inception. I see in it the fulfillment of the old adage, that "Honesty is the best policy." I think we may fairly infer from this statement, that there are still a large number of our people who place a high value on integrity of character and uprightness of conduct. With reference to the annual statements that are at this season of the year engaging the attention of so many, what are their salient points? The chief elements are—the profits and the available assets on which the profits are based. As to this statement before us I need say nothing about the profits; they are evident to all and, I assume, abundantly satisfactory.

What about the assets of the company? Are they such as to be relied on if the money were to be required at once? There is the cash on hand and in the banks, immediately available—then there is the amount loaned on stock. This can be obtained at once, for the stocks are first class and the margins large. The debentures, if placed on the market to-day, would bring a larger sum than their stated value. Finally, there is the large amount on mortgages on real estate. From the care exercised in selecting these loans, from the rate per cent. which they bear, and from the very small amount of overdue interest, I think there are institutions in this city that would readily take them at a premium.

Thus, gentlemen, I confidently claim that the cash, the loans on stock, the amount in debentures and in mortgages, are all immediately available assets. A more satisfactory or less faultless financial statement could scarcely be expected—good profits and large assets, the cash for which could at once be obtained if required. As your auditor, gentlemen, it was my duty to see that the securities for these large amounts were really in the possession of the company. The mortgages, the debentures, the stock-script, the cash on hand, all were examined and found correct—not one was missing. These are my reasons for considering it a pleasure to speak in the strongest possible terms of the highly satisfactory character of this annual statement.

Dr. Thorburn, the medical director, in acknowledging the thanks of the meeting, said, that so far as his department was concerned, he was pleased to be able to report that the net death losses for the year were exceedingly light, being less than those for 1890. The greatest possible care had been exercised in the admission of only first-class lives, and to this fact, together with the excellence of the company's local medical examiners, can be attributed in a great measure the favorable mortality the company has enjoyed for the past eleven years. Since the company's organization he had personally examined the applications received, and had therefore individual knowledge of every risk carried by the company, and could testify that only those lives which experience and observation had taught to be desirable had been accepted. He specially referred in his report to the prevailing epidemic, "La Grippe," which has so far baffled the skill of the profession to a great extent, and which seems to differ from all previous epidemics in selecting a course of its own, and taking its victims from all classes of society and at all ages. The disease frequently leaves the lungs in such a state that pneumonia follows, and in some instances the vitality of those affected is lowered to such an extent that the tubercular virus finds an easy prey in them; in other cases, kidney disease, namely, albuminuria, is manifested.

Replying to a vote of thanks passed to the local managers, inspectors, and agents of the company, Mr. T. B. Lavers, provincial manager, of St. John, N.B., said that he was proud to say the North American stood very high with people in the Lower Provinces. It was recognized as a first-class company, under excellent management, and with plans unexcelled by any other institution. Everywhere he met with congratulation on the high reputation borne by the company for the prompt manner in which it had always paid its death losses; and to an agent in the field this meant a great deal more than those inside an office perhaps understood. In comparing the position of the North American with that of other leading companies, he showed how in many ways its position excelled the others, and this was notably so in the profits paid on 10-year investment policies that matured last year. He expressed the utmost confidence in the company, and promised largely increased results from his field this year.

Dr. Ault, manager for the Province of Quebec, said: The statement showed the company to be in such a splendid position that he felt confident it must aid them all in their canvass this year. The solidity of the company was beyond question, and its large surplus demonstrated that it was an advantageous institution for policyholders. He felt they could all go back to their work with renewed confidence and with greater determination to increase the business of the past year.

Mr. W. Hamilton, inspector, Toronto, said he had taken the opportunity to compare the cost of the business with that of the leading American companies, and found it was exceedingly favorable to the North American. He might mention that the figures of the American companies were taken from the *New York Spectator*, and were therefore reliable so far as those companies were concerned. He made a number of other comparisons with the same companies, and found: in each instance the ratios, whether referring to interest-earning, mortality, relative surplus, etc., all tended to show that the North American was a more desirable company for policyholders than those named.

The usual votes of thanks were passed.

At a subsequent meeting of the newly elected directors, Hon. A. Mackenzie, M.P., was unanimously re-elected president, and John L. Blaikie, Esq., and the Hon. G. W. Allan, vice-presidents.

## DEBENTURES.

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

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

### GOVERNMENT AND MUNICIPAL DEBENTURES

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

**MUNICIPAL DEBENTURES.**

**GOVERNMENT AND RAILWAY BONDS.**

**INVESTMENT SECURITIES.**

BOUGHT AND SOLD

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

**R. WILSON SMITH,**

British Empire Building, MONTREAL

Debentures and other desirable Securities purchased.

CAPITAL -



£1,852,000

Net Premiums }  
for year 1890 }

£702,346

OF LIVERPOOL, ENG.

**WOOD & EVANS, General Agents,**

FOR THE

Province of Quebec, MONTREAL.

**Scottish Union & National**

Insurance Company of Edinburgh, Scotland.

ESTABLISHED 1824.

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

**M. BENNETT, Jr.** Manager North American Department.

**J. H. BREWSTER,** Asst. Manager,  
HARTFORD, Conn.

**WALTER KAVANAGH,** - Resident Agent.  
117 St. Francois Xavier Street, MONTREAL.

**PHOENIX**

**FIRE INSURANCE COMPANY,**  
OF LONDON, ENGLAND.

ESTABLISHED 1782.

Agency Established in Canada in 1804.

**PATERSON & SON,**

GENERAL AGENTS FOR DOMINION.

HEAD AGENCY OFFICE,

35 St. Francois Xavier Street, MONTREAL.

**ECONOMY, EQUITY, STABILITY, PROGRESS.**

THE

**ONTARIO MUTUAL LIFE.**

ESTABLISHED 1870.

**Dominion Deposit, - \$100,000.**

Assurances in force, Jan. 1st, 1892.....	\$14,934,807
Increase over previous year.....	1,224,007
New Assurances written in 1891.....	2,694,950
Increase over 1890.....	346,800
Cash Income for 1891.....	547,620
Increase over 1890.....	57,762
Cash paid to Policy-Holders in 1891.....	211,607
Increase over 1890.....	35,456
Assets, Dec. 31st, 1891.....	1,959,031
Increase over 1890.....	247,345
Reserve for security of Policy-holders, Dec. 31, '91.....	1,780,775
Increase over 1890.....	221,816
Surplus over all Liabilities, Dec. 31st, 1891..	155,559
Increase over 1890.....	21,493

**LIBERAL CONDITIONS OF POLICIES.**

- 1—Cash and Paid up Values guaranteed on each policy.
- 2—All dividends belong to and are paid only to policy-holders.
- 3—Premiums payable during the month in which they fall due.
- 4—Policies are incontestable two years from date of issue.
- 5—No restriction on travel, residence or occupation.
- 6—Lapsed policies may be revived within six months after lapse.
- 7—Death claims paid at once on completion of claim papers.

**BOARD OF DIRECTORS:**

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C. M. TAYLOR (1st Vice-President).....	Waterloo
ROBERT MELVIN (2nd Vice-President).....	Guelph
ROBERT BAIRD.....	Kincardine
ALFRED HOSKIN, Q.C.....	Toronto
B. M. BRITTON, Q.C.....	Kingston
FRANCIS C. BRUCE.....	Hamilton
JOHN MARSHALL.....	Londonderry
J. KERR FISKEN.....	Toronto
E. P. CLEMENT.....	Berlin
HON. W. LAURIER.....	Arthabaskaville, P. Q.
S. HENDERSON, B.A., LL.B., B.C.L.....	Ottawa

ALEX. MILLAR, Q.C., Solicitor..... Berlin  
J. H. WEBB, M.D., Medical Referee..... Waterloo  
W. S. HODGINS, Supt. of Agencies..... Waterloo

**W. H. RIDDELL,**  
SECRETARY.

**WM. HENDRY,**  
MANAGER.

1794

OLDEST  
\* INSURANCE COMPANY \*  
IN HARTFORD.

1892

Eighty-Second Annual Exhibit  
—OF THE—

**HARTFORD**  
**FIRE INSURANCE CO.**  
OF HARTFORD, CONN.

—>> JANUARY 1ST, 1892 <<—

Total Assets, - - - - - \$6,743,046.84

LIABILITIES.

Capital Stock, - - - - -	\$1,250,000.00
Reserve for Re-Insurance, - - - - -	2,566,400.29
Reserve for all unsettled Claims, - - - - -	374,306.61
<b>Net Surplus, - - - - -</b>	<b>\$2,552,339.94</b>
<b>Surplus to Policyholders, - - - - -</b>	<b>3,802,339.94</b>
Gross Assets—increase, - - - - -	\$166,430.71
Re-Insurance Reserve—increase, - - - - -	147,964.81
Income over Expenditures, - - - - -	552,557.82
Market Value of Stock, - - - - -	350.00

**GEO. L. CHASE, President.**

**P. C. ROYCE, Secretary.**

**THOS. TURNBULL, Ass't. Secretary.**  
**CHAS. E. CHASE,**

Metropolitan District, corner Cedar and William Sts., New York.

**YOUNG & HODGES, Managers.**

Western Department, Chicago, Ill., **G. F. RISSELL, Manager.**  
**P. P. HEYWOOD, Ass't. Manager.**

Pacific Department, San Francisco, Cal., **BELDEN & COFRAN,**  
**Managers.**

Agencies in all the Prominent localities throughout the United States and Dominion of Canada.

**JOHN W. MOLSON,**

**RESIDENT AGENT,**

101 St. Francois Xavier St., - - - MONTREAL.

INSURANCE CO.

QUEEN

OF AMERICA.

H. J. MUDGE, Resident Manager for ONTARIO, QUEBEC, MANITOBA AND N.W. Maritime Provinces Branch Office STEPHEN TOBIN, Gen. Superintendent, HALIFAX.

CHARLES EVANS, Resident Secretary, HALIFAX, N.S. C. E. L. JARVIS, Agent, ST. JOHN, N.B. JOHN CORMACK, Agent, ST. JOHN'S, Nfld.

The London Assurance Corporation

INCORPORATED BY ROYAL CHARTER A.D. 1720.

Total Funds in hand over - - \$18,000,000

FIRE TRIED AND TIME TESTED

HEAD OFFICE FOR CANADA,

1762 Notre Dame Street, MONTREAL; E. A. LILLY, Manager.

INSURANCE AETNA COMPANY.

CANADIAN AGENCY ESTABLISHED 1821.

HARTFORD, CONN.

CASH ASSETS, \$10,659,139.03.

Fire and Inland Marine Insurance.

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

WOOD & EVANS, AGENTS, MONTREAL.

BOUND VOLUMES

OF THE

Insurance and Finance Chronicle

FOR 1891.

At this Office. PRICE, \$3.50.

THE WATERLOO

MUTUAL FIRE INSURANCE COMPANY,

ESTABLISHED IN 1863.

Head Office, WATERLOO, ONT.

TOTAL ASSETS \$242,737.18 POLICIES IN FORCE 15,521

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

CHARLES HENDRY, President.

C. M. TAYLOR, Secretary.

JOHN KILLER, Inspector.

GEORGE RANDALL, Vice-President.

THE MERCANTILE

FIRE INSURANCE COMPANY,

INCORPORATED 1875

Head Office, WATERLOO, ONT.

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

The Business for the past sixteen years has been:

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

LOSSES PROMPTLY ADJUSTED AND PAID.

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

ONTARIO AND QUEBEC BRANCH. HEAD OFFICE, TORONTO

H. M. BLACKBURN, General Agent.

WM. ROWLAND, Inspector

CITY OF LONDON

FIRE INSURANCE CO. OF LONDON, ENGLAND.

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

General Manager: L. C. PHILLIPS, Esq.

CAPITAL, £1,900,000 STG.

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

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

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

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

Bell Telephone 1907. Cable Address: "INDEX."  
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**AGENT. FIRE INSURANCE. BROKER.**  
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 AGRICULTURAL INSURANCE CO., OF WATERTOWN, N.Y.  
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 UNION ASSURANCE SOCIETY OF ENGLAND.  
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**CITY OF LONDON FIRE INS. CO.**  
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*And Expert in Patent Cases.*  
 Electrical Cases a specialty.  
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 Telephone 192.

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*Insurance,*  
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 REFERENCES.  
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 R. B. Angus, Esq. F. Wolferstan Thomas, Esq.  
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**MONTREAL.**

**BELLEAU & CLEMENT,**  
 . . Fire Insurance. . .  
 Surplus lines placed in responsible Companies.  
 119 ST. FRANCOIS XAVIER STREET.  
**MONTREAL.**  
 Correspondence invited.

**NORTHERN**



**ASSURANCE COMPANY,**  
**OF LONDON.**

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

**CANADIAN BRANCH OFFICE,**  
**724 Notre Dame Street, - MONTREAL**  
**ROBERT W. TYRE, Manager.**  
**JAMES LOCKIE, Inspector.**

**PHOENIX**  
**INSURANCE COMPANY**  
 (Of Hartford, Conn.)  
 ESTABLISHED IN 1854.

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

D. W. C. SKILTON, President.  
 J. H. MITCHELL, Vice-Pres.  
 CHAS. E. GALACAR, 2nd Vice-Pres.  
 GEO. H. BURDICK, Secretary.  
**CANADA BRANCH.**  
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**114 ST. JAMES STREET.**  
**GERALD E. HART,**  
*General Manager and Chief Agent.*  
 Applications for Agencies Solicited.