

# The Chronicle

Banking, Insurance and Finance

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## THE GENERAL FINANCIAL SITUATION.

President Wilson's address to Congress on the subject of the high cost of living has been read locally with a good deal of interest. But whatever effect the address may have had upon an over-bought Stock Market, business circles are disposed to adopt a "wait and see" attitude, while freely admitting the excellence of the President's intentions and the cogency of his arguments. The United States, it is remembered, has many times before this embarked upon sensational campaigns against business wrongdoing. The sensations achieved have not always measured up to the sensations. That dishonest and unscrupulous individuals engaged in all kinds of business have used the shortage of foodstuffs and other stable commodities to enrich themselves at the expense of the community, there is no manner of doubt. But those who have thought most on this subject and whose opinion is most to be trusted by the man in the street, are disposed to lay more stress on the old-fashioned virtues of economy in consumption and increase of production than on any sensational campaigns of the sort now being inaugurated by our neighbors. If this campaign is really successful, well and good, for it will have some effects in Canada. But it will be well not to pitch expectations in this connection too high, or they may be disappointed.

Some reference was made in this column last week to the question of the maintenance of British financial supremacy, and it may be interesting at this time to mention another matter in which Canada is also vitally interested, that of British shipping. While the Canadian mercantile marine has made proportionately large strides during the war years, and the present programme of Government and other shipbuilding business, an increasingly important place for Canada among the maritime nations, it is as clear as noonday, that the development of Canada's export trade depends very largely upon adequate facilities being furnished for shipping abroad under the British red ensign. There has been a good deal of lugubrious talk

about the decline of British shipping, but apparently that lugubrious talk is mainly indulged in by amateurs in the business, no new thing, by the way. At all events, Sir Owen Phillips (and there is no greater authority in the British shipping world) will have none of it. In a recent address he observed: "I, for my part, have confidence in the ability and capacity of my countrymen to give a good account of themselves in any fair competition, providing the Government, whilst continuing to do everything possible to insure safety at sea, does not hamper industry and commerce, by maintaining war restrictions in times of peace, and provided that it takes steps to see that British ship-owners have the same facilities in all countries of the world, as are afforded to the ships of other nations in British ports." As regards American competition, Sir Owen Phillips remarked that there was room in the ocean trades of the world, to share the place forfeited by Germany as the result of her gross breaches of international law. Sir Owen Phillips also mentioned the interesting fact that despite war losses, Great Britain still owns nearly one-half of the world's tonnage, a fact somewhat apt to be overlooked by the Jonahs.

With the great expansion in the ranks of Canadian investors which has taken place as a result of the wide distribution of the various war loans, the time appears to be ripe for a greater degree of confidence in their shareholders by the heads of many corporations displayed through the publication of financial statements, in a form more easily understood by those not fully versed in accounting intricacies. Only those who are professionally engaged in the dissection of accounts or the criticism of financial statements, are fully aware of the varied forms which these statements can take, and of the paucity of real information afforded in too many cases to shareholders thereby. Even in such an elementary matter as "net profits" there is no uniformity of practice. It is a too common practice to state the amount of "net profits" before taking into consideration interest on bonds, depreciation, etc., although it should be apparent

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# BANK OF MONTREAL

Capital Paid up, \$20,000,000

ESTABLISHED OVER 100 YEARS (1817-1919)

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Undivided Profits, \$1,661,614

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E. C. PRATT, General Manager.

# The Chronicle

## Banking, Insurance and Finance

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F. WILSON-SMITH Proprietor and Managing Editor.  
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(Continued from front page)

that real "net profits" can only be arrived at after these charges have been met. A measure of uniformity in this particular matter is strongly desirable in the interests of shareholders and investors. There is a further objectionable practice of lumping an intangible asset like good will, in one entry with other assets like real estate, buildings and machinery—a practice which makes it absolutely impossible for the investor or shareholder to gather from the company's statement any real idea of its position. Some degree of camouflage in comparative financial statements has also been seen in recent years in connection with the Business Profits War Tax. Quite a number of large corporations have refrained from disclosing to their shareholders in the published annual statements the amount of this taxation for which these corporations have been assessed. The amount of the tax has been lumped together with other items although it might be supposed that the actual extent of the burden imposed upon a corporation by what is admittedly very heavy taxation, would be a matter on which shareholders were reasonably entitled to precise information.

The stimulation of a healthy interest and common-sense in financial matters, among shareholders and prospective investors, will necessarily react favorably upon Canadian finance as a whole. On this account alone, it seems desirable that the common practice of giving shareholders a minimum of information regarding the undertakings in which they are interested, needs a good deal of modification. Those most intimately concerned with Canadian industry and finance would largely benefit in the long run by the growth of Canadian investors in intelligence, as well as in numbers, while it is certainly unnecessary to emphasize the ultimate advantages which would accrue to Canada, as a result of the increasingly intelligent use of our financial resources.

The fact that alarm is being manifested in England in connection with the national expenditures is a healthy sign. The conditions of war make for an enormous spending, and a habit of spending once acquired, is very difficult to break off.

Yet it is absolutely certain that relief from over-heavy burdens of taxation, imposed by the war, can only be secured by the adoption of policies of the strictest economy by all Governments in the years to come. Any continuation of the habit of profligate spending, induced by the war, means necessarily nothing short of financial disaster. Here in Canada, as a result of the war, we have got accustomed to talking about billions, instead of mere millions, and all sorts of schemes involving huge national expenditure are in the air, and talked about as if the financing of them was a matter of no account at all. The fact must always be borne in mind, that these schemes can only be financed out of taxation, since it must be added to the cost and distribution of goods at every stage.

### THE BANKRUPTCY ACT

The business interests of Canada owe something to the Canadian Credit Men's Association, and to Mr. Henry Detchon, its progressive and energetic general manager, for putting on the statute books of the Dominion the new Bankruptcy Law.

General business the world over is going to be keener in the future than it ever was in the past, and the nation which has the best commercial laws is going to be a winner. Any legal handicaps will be serious to the country which suffers from them.

There are two main features to the new law, one of which may be said to bear against the unfortunate debtor, and one of which is in his favor, although both provisions are in reality in the best ultimate interests of everybody.

The provision which may be thought to bear against the unfortunate debtor is that, if he is really a bankrupt, he can readily be forced into involuntary bankruptcy. He cannot fight it off in the hope that he will retrieve himself. Even under the present law, however, a bankrupt can be forced into bankruptcy, and the great gain in the new law is that the process is very much cheaper.

The feature in the new legislation, which favors the unfortunate debtor, is that a judge who is satisfied that the debtor has been honest, etc., can grant him an absolute unconditional release. Mr. Detchon states that his office has dealt with a thousand bankrupts in the past seven years, and he thinks that a considerable number of them will take advantage of this provision of the law. At the present time, and under present conditions, they are no good to themselves or to anybody else. They are tied hand and foot.

The new law has many minor advantages. It makes the procedure uniform in all the Provinces of Canada, and clears up many details of procedure and facilitates settlement in many respects.—*Winnipeg Commercial*.

### STANDARDISATION OF CHEQUES

The subject of the standardisation of cheques has recently been brought to the attention of banking institutions, as well as mercantile organisations, through the medium of "The Secretary," published in London, England, by the Chartered Institute of Secretaries. An article appearing under the nom de plume "L. S. D." in the above journal will no doubt be of great interest to financial institutions and others in Canada. Dealing with this subject the writer says as follows:

The question of standardising cheque forms has, from time to time, been the subject of discussion in banking circles, and a brief consideration of the subject may be of value; particularly if it is possible thereby to assist in improving the machinery of commerce, by co-operating with a view to establish reasonable uniformity in the size and design of the cheque form. In all probability the advantage gained would not be confined to the banks.

A well-known banker said, some time ago, in commenting upon the increasing variations in the size of cheques, that they ranged in dimensions from those of a visiting card to those of a newspaper, and, although these may be regarded as the extreme points, the intermediate sizes are now exceedingly numerous. The development is, of course, due to two causes: the desire of the business man for additional means of advertisement, and that of the private individual for a cheque book which is free from bulkiness when in the pocket, and through this development have come the "freak" cheques which circulate so freely today. The banks have succumbed to the clamor for specimens of the engravers' art on cheques and for their use as an advertising medium, or for something unique in form, instead of standing firm for a common sense design that would be convenient to the commercial community as well as to themselves. As far as the lilliputian "pocket" cheque is concerned, the banks are perhaps directly to blame for an unnecessary innovation. The reduction in size has become grotesque.

Picture poster cheques, and those of which the upper portion frequently resembles a bill-head, are probably of far less advertising value than is generally supposed; indeed, it is doubtful if they have any value at all. They pass, as a rule, from the hands of the payees, who already know the drawers, in to those of hard-pressed bank clerks who, in many instances, spend valuable moments in picking out the name of the bank, branch and amount from the intricacies of the design.

The establishment of uniformity of size, particularly in the horizontal width of the cheque forms, would materially assist those whose business it is to handle them in considerable numbers. The

value of such an arrangement would be incalculable to the Bankers Clearing House. A considerable (but, possibly owing to existing familiarity, imperceptible) strain on clerks would be relieved, and saving of time in a very important part of the machinery of the country's business would be effected. All this, and more, could be done if a general indication could be given to the banks that a standardisation, which they themselves would welcome, would be acceptable to their customers.

It may be mentioned that, ten years ago, a committee of the American Bankers' Association reported the desirability of standardising the size of cheques and other bank paper, and it is believed that the uniform dimensions for cheques of 3½ inches by 8 inches recommended were agreed to by the U. S. Treasury. Possibly, as it is almost necessary to continue a "company" size cheque, to allow space for several signatures, a large size, say 5 inches by 8 inches, might also be instituted, allowing a narrow space at the top for the drawer's name, if desired.

The matter of color is more difficult, principally because the shades of the most "protective" inks are not those of which the colors impose the least strain upon the eyes.

There is another development of the cheque form which might, with advantage, be standardised, if it is not possible to dispense with it entirely. This is the draft with the receipt form attached. Such a conditional document is generally outside the meaning of "cheque" in the Bills of Exchange Act, and, although Section 17 of the Revenue Act, 1883, may, and possibly does, extend to it, that Act does not make the order a negotiable instrument. Sir John Paget, the eminent authority on Banking Law, is not satisfied that such a document is even transferable. From this it is obvious that the paying banker will require an indemnity, for he has no such statutory protection as he has when paying a cheque. Uniformity would be most valuable.

Apart from size and form there is the question of protection from fraudulent alteration. This can only be obtained by chemically-treated paper and by the "fugitive ink tablets" which appear on most bank forms. Frequently, and more particularly in the case of dividend warrants, companies desire to obtain them from their own printers. The result is usually that, full consideration not having been given to this important question of "protection," numerous avenues for fraud are opened up by means of which the banker or the drawers will, sooner or later, suffer loss. Many suggestions have been advanced to prevent fraudulent alteration of cheques; by a special space in the margin where can be stated that the amount is \$ . . . . "not exceeding \$ . . . ."; by a similar idea for tearing

off a portion of a small perforated strip, the remaining portion indicating that a specified sum is not exceeded; by having the space for the figures divided into a series of small medallions. No doubt all these are protective, in part, but it would be difficult to standardise any one of them. Careful drawing in ink, and the aid of such a machine as the "protectograph" which thoroughly lacerates the paper in the process of marking it, should be quite sufficient to prevent the possibility of loss. On this point it may be well to call attention to the recent decision of the House of Lords in the case of *London Joint Stock Bank v. MacMillan & Arthur* (reported in "The Secretary" for July, 1918), where, owing to the omission of the drawer to observe, when signing a cheque, that he had given his clerk an opportunity to increase the amount, which the clerk subsequently did, and absconded, the Court held by a majority that the consequence of such negligence must fall upon the drawer.

Another danger, both to banks and their customers, arises from the increasing practice of filling in cheques by means of the typewriter. The Bills of Exchange Act requires that a bill or cheque should be an order in writing. Section 2 says "written includes printed, and writing includes print." Custom has established that certain essential parts of a cheque are usually written by hand. Does this include typewriting? Typewritten matter is easily erased; there is no moisture to disturb the chemically-treated paper. A cheque so drawn might, without difficulty, be fraudulently "raised"; it is likely that, in case of dispute between the banker and customer as to the responsibility, a form of negligence measurably similar to that in the "MacMillan Case" might be successfully argued against the latter. The dangers of the so-called "indelible" pencil should also be considered. For some time there has been a marked tendency to introduce the lithographed signature, or rubber stamp fac simile signature, into use upon cheques. Both are dangerous. It is doubtful if any public company is authorized, by its articles, to have its cheques so dealt with. The Bills of Exchange Act requires a bill of exchange (which includes a cheque) to be signed by the drawer; and again, there arises a question as to the correct interpretation of the Act. In any case a particular understanding with the bank on the subject is a necessity.

Another variation with regard to the drawing of cheques is the "crossing." Owing to the ease with which a skilful criminal can erase the impression of a rubber "crossing" stamp or fine ink lines, many banks have introduced a form of printed crossing, carefully engraved and partly superimposed on the "tablet," so that erasure is rendered

extremely difficult. The use of this elaborate "crossing" should be adopted generally, and, as far as possible, no opening of a "crossed" cheque should be permitted. It will probably be remembered that the Clearing Bankers passed a resolution in 1912 "that no opening of cheques be recognized unless the full signature of the drawer be appended to the alteration, and then only when presented for payment by the drawer or by his known agent." The desirability of assisting the banks in this respect will be obvious. No forms of order on a banker vary so much as dividend warrants. They are by far the most unwieldy documents with which the Clearing House clerks have to deal. There are many reasons for this, a few of which may be named; e.g., the varying sizes and texture of paper, lack of clearness in printing the name of the bank to which the warrant is addressed, and, more frequently, the name of the branch to which it has to be presented; the absence of the "clearing letter" and the name of the clearing agent. To these may be added difficulties of those who examine the payees' discharge and other endorsements. The former is in varying places, and, as a rule, a space is provided on the front of the warrant, but this is usually in the form of a cheque and the latter have to be looked for on the back. If all companies would submit the proposed form of warrant to their bankers, and, at the same time, aim at uniformity of design, many of these difficulties would be avoided.

A useful paragraph recently appeared in "The Times" Money Article (30th December, 1918), with reference to the uniformity in the counterfoils of dividend warrants, and is well worth attention.

The points that have been considered, although covering somewhat wider ground than the actual standardisation of the cheque form, touch but lightly upon a subject of considerable commercial importance.

An order on a bank may, at present, be of almost any design, shape or size. If all banking documents could, by mutual arrangement, be of standard size, with a recognized style of crossing and other protective measures, without ambiguity of "ornament" and superfluous wording, in particular if the size could be regulated and the "background" design (frequently successful in concealing the more important details altogether) could be dispensed with, much eye and nerve strain on the part of the bank clerk and counting-house clerk would be avoided, and the banking and commercial community generally could claim to have effected a valuable saving in labor, temper, and time.

L. S. D.

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THE CHRONICLE - - MONTREAL

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**AFTER BOOZE—WHAT?**

Something, of course, will take the place of booze. Anybody can build a dam but nobody can prevent the water from flowing over it. After centuries of alcoholic stimulation, the human system cannot be made at once to cease craving it, in obedience to mere statutory laws. It is the craving that will pour over the dam or cut new channels around it. The thing to be most feared is the insidious substitution of narcotic or anæsthetic substitutes for alcohol. Those who have succeeded in securing prohibition will, in a measure, have to be responsible for the results in whatever direction they appear. Nobody has a good word to say for alcohol but it may be better than narcotic drugs.

What is called a "million dollar advertising drive" for a "fever breaking" drug is already on. Its purpose is described by advertising experts as "educational" to persuade the public to buy, and the druggist to sell the tablets in large original packages, instead of a few at a time when needed. These remedies which are "fever breakers," "headache cures" and "pain killers" are mainly derivatives of coal tar or salicylic acid and bring about in milder form the same stimulation and an anæsthetic that opium and other narcotics produce.

There could be nothing more dangerous to the public than putting into their hands large and cheap supplies of such drugs. Persons used to alcoholic stimulants will become more or less hypochondriacal when deprived of them, and these "pain killers" and "headache cures" are easy to be saddled upon their weakness only to become habit forming. It is needless to say that when they come into ignorant hands and are taken at will they are very dangerous. Headache powders have killed their thousands.

It will not be surprising, that in the future, the drug store will have to be watched like the saloon. If there is "money in it" there will be plenty to vend stimulating drugs as there were to vend alcohol. There is a life insurance interest in the situation that will appeal to medical departments.—*Insurance Field.*

**FRENCH FATALITIES DURING THE WAR.**

The total number of French killed (exclusive of native troops), was 1,039,600. To these must be added 245,900 missing, making a total of 1,285,500 dead and missing. The number of French wounded was 2,560,000. The total of French killed, wounded, and missing is, therefore, 3,845,500. In addition to these losses, the French native army lost 67,700 killed and missing, and 140,000 wounded. The population of France is, roughly, 40,

000,000, as compared with 61,607,000 for the white population of the British Empire.

**PALATINE INSURANCE COMPANY, LIMITED.**

The annual statement of the Palatine Insurance Company, published on another page, constitutes a record of progress and prosperity for this well-known and popular British fire office during the year 1918.

Net premium income last year totalled \$3,305,020, as compared with \$2,896,595 in 1917. Losses for 1918 amounted to \$1,501,905, figuring a ratio of 45.44 per cent. to premiums as compared with 52.8 per cent. in 1917 and 63.4 per cent. in 1917. At December 31st last, the Palatine's fire fund amounted to \$3,570,035 (including balance on profit and loss account), a substantial growth of over \$400,000. In addition to this amount, there is a paid-up capital of \$1,000,000. The total assets of the Company, as at 31st December last amounted to \$6,062,505, an increase of nearly \$600,000 during the year.

While occupying this strong financial position, it is well known that the Palatine has the great advantage of close association with the Commercial Union Assurance Company, Limited, so that holders of its policies have the assurance that behind the ample specific security of their policies lie the immense security and resources of the Commercial Union, amounting to nearly \$175,000,000.

The Palatine has been operating in Canada for the past seven years, where the Company's high prestige and liberal treatment of its policyholders, has resulted in a steady increase in business. Its Canadian premium income in 1918 totalled \$340,267., with a loss ratio of 47.79, under the direction of Mr. W. S. Jopling.

**GUARDIAN ASSURANCE COMPANY CONTROL NEW COMPANY.**

The Guardian Eastern Insurance Company, Limited, London, England, recently registered to carry on all kinds of insurance, re-insurance, and guarantee business in any part of the world, with a nominal capital of \$5,000,000., is controlled by the Guardian Assurance Company of London, England, so well known in Canada. The directors of the new Company include the Hon. Evelyn Hubbard, chairman of the Guardian Assurance Company, also Messrs. T. G. C. Browne and P. L. Gell, directors, and Mr. G. W. Reynolds, general manager of the Guardian Assurance Company. The new Company is to all intents and purposes a "Guardian" subsidiary, formed to specially develop business in Egypt, Palestine, Mesopotamia and the Orient in general, and its success in the future may be expected, under the direction of the parent Company.



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Insurance Company of North America**

THE OLDEST AMERICAN STOCK FIRE INSURANCE COMPANY

WE MAINTAIN A DEPARTMENT TO ASSIST AGENTS IN SECURING LOCAL RISKS CONTROLLED OUTSIDE. IF THERE ARE ANY SUCH RISKS IN YOUR FIELD, WRITE US ABOUT THEM. WE MAY BE ABLE TO HELP YOU. IT IS WORTH TRYING.

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

**LONDON & LANCASHIRE LIFE  
AND GENERAL ASSURANCE ASSOCIATION  
LIMITED**

of LONDON, ENGLAND

ESTABLISHED IN CANADA, 1863

**ASSETS EXCEED \$24,500,000**

**DIRECTORS FOR CANADA:**  
A. J. DAVIS, Esq.      H. B. MACKENZIE, Esq.  
E. F. HENDERSON, Esq.      E. C. PRATT, Esq.  
Manager for Canada: **ALEX. BISSETT**

BRANCHES THROUGHOUT THE DOMINION

HEAD OFFICE FOR CANADA:

**LONDON AND LANCASHIRE LIFE BUILDING  
164 St. James Street, Montreal, P.Q.**

**GENERAL**

**ACCIDENT FIRE AND LIFE  
ASSURANCE CORPORATION LIMITED  
OF PERTH, SCOTLAND.**

Total security to Policyholders now exceed - \$12,500,000.

**PELEG HOWLAND Esq.**  
Chairman Advisory Board.

**T. H. HALL      JUDSON G. LEE**  
Manager for Canada.      General Agent Montreal.



# Palatine Insurance Company

## LIMITED

### REVENUE ACCOUNT, 1918

To  
 Amount of Fire Insurance Fund at the  
 beginning of the year: . . . . . \$2,969,055  
 Premiums, after deduction of re-insurances 3,305,020

By  
 Claims under Policies paid and outstand-  
 ing, after deduction of re-insurances. \$1,501,905  
 Commission and Brokerage. . . . . 611,210  
 State Charges—Foreign. . . . . 168,005  
 Contributions to Fire Brigades. . . . . 7,780  
 Expenses of Management. . . . . 414,945  
 Bad Debts. . . . . 190  
 Amount to Profit and Loss. . . . . 200,000  
 Amount of Fire Insurance Fund at the end  
 of the year:— . . . . . 3,370,035

\$6,274,075

\$6,274,075

### BALANCE SHEET, 31st DECEMBER, 1918

#### LIABILITIES

Shareholders' Capital—  
 Preference—100 Shares of \$50 each, fully  
 paid. . . . . \$ 5,000  
 Ordinary—19,900 Shares of \$50 each, fully  
 paid. . . . . 955,000  
 Fire Insurance Fund. . . . . 3,370,035  
 Investment Reserve and Contingency  
 Fund. . . . . 350,000  
 Re-insurance Fund . . . . . 202,155  
 Claims admitted or intimated but not  
 paid, less amounts recoverable under  
 re-insurances. . . . . 402,665  
 Amounts due to Agents and  
 others. . . . . \$75,850  
 Amounts due to other Com-  
 panies for re-insurances and  
 losses. . . . . 304,475  
 Profit and Loss Account. . . . . 380,325  
 . . . . . 357,325  
\$6,062,505

\$5 taken as equivalent of £1 Sterling.

#### ASSETS

Investments—  
 British Government Securities. . . . . \$ 256,555  
 Colonial Government Securities. . . . . 227,840  
 Colonial Municipal Securities. . . . . 69,735  
 Foreign Government Securities. . . . . 733,315  
 Foreign Municipal Securities . . . . . 545,950  
 Railway and other Debentures and  
 Debenture Stocks—Home and Foreign 1,721,880  
 Railway and other Preference and  
 Guaranteed Stocks . . . . . 91,450  
 Ordinary Stocks. . . . . 1,925  
 Branch and Agency Balances. . . . . 908,790  
 Bills Receivable. . . . . 2,680  
 Outstanding Interest. . . . . 3,440  
 Due by Commercial Union Ass. Co., Ltd. 67,070  
 Amounts due by other Companies for re-  
 insurances and Losses. . . . . 286,180  
 Cash in hand and on Current Account. 1,145,695

\$6,062,505

Canadian Branch Office: **Commercial Union Building, Montreal**

W. S. JOPLING, ASST. MANAGER

# Commercial Union Assurance Company Limited

of London, England

THE LARGEST GENERAL INSURANCE COMPANY IN THE WORLD  
as at 31st Dec., 1918.

Capital Fully Subscribed. . . . .	\$14,750,000	Total Annual Income exceeds. . . . .	\$64,000,000
Capital Paid Up. . . . .	4,425,000	Total Fire Losses Paid. . . . .	215,897,380
Life Fund, Etc. . . . .	75,578,630	Deposit with Dominion Gov't. . . . .	1,401,333
Total Funds exceed. . . . .	174,000,000		

# Palatine Insurance Company Limited

of London, England

as at 31st Dec., 1918.

Capital Fully Paid. . . . .	\$1,000,000	Total Income. . . . .	\$3,462,515
Fire Premiums 1918. . . . .	3,305,020	Funds. . . . .	6,062,500
Interest Net . . . . .	157,495	Deposit with Dominion Gov't. . . . .	358,266

N.B.—In addition to the above there is the further guarantee of the Commercial Union Assurance Company Limited, whose Funds exceed \$174,000,000.

Applications for Agencies Solicited in Unrepresented Districts

Head Office: CANADIAN BRANCH

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

W. S. JOPLING, Assistant Manager

Head Office  
for Canada;  
TORONTO



Assets  
Exceed  
\$80,000,000

Eagle Star

AND  
British Dominions  
Insurance Company Limited

Of London, England  
J. H. RIDDEL, Manager E. C. G. JOHNSON, Asst. Manager

DALE & COMPANY, LIMITED  
GENERAL AGENTS  
MONTREAL AND TORONTO

Head Office  
for Canada  
TORONTO



Security  
over  
\$50,000,000

The  
BRITISH CROWN  
ASSURANCE CORPORATION LIMITED

Of Glasgow, Scotland

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

J. H. RIDDEL, Manager E. C. G. JOHNSON, Asst. Manager

JOSEPH ROWAT, General Agent  
LEWIS BUILDING . . . . . MONTREAL

# JOHNSON—JENNINGS, Inc.

AGENTS ——— INSURANCE ——— BROKERS

ARTNA INSURANCE CO. OF HARTFORD  
ST. PAUL FIRE & MARINE INSURANCE CO.  
BRITISH TRADERS INSURANCE CO., LIMITED

11 ST. SACRAMENT STREET  
MONTREAL, P.Q.

# THE FIRE INSURANCE COMPANY OF CANADA

MONTREAL

Authorized Capital, \$1,000,000

Subscribed Capital, \$250,000

Paid Up Capital, \$100,000

GENERAL FIRE INSURANCE BUSINESS TRANSACTED

President: Hon. R. DANDURAND

Vice-President and Managing Director: J. E. CLEMENT

## FIDELITY (FIRE) UNDERWRITERS

The Fidelity (Fire) Underwriters of New York operating throughout Canada, whose policies are assumed half by the Fidelity-Phenix Fire Insurance Company and half by the Continental Insurance Company of New York, whose combined semi-annual statement appears on another page, is a distinctly separate organization from the parent companies, in so far as its management is concerned, both in the making of treaties, and in the acceptance of risks, and in this respect it differs from some Companies, affiliated underwriters.

Policy-holders in Canada of The Fidelity (Fire) Underwriters have the protection of immense resources, as revealed by the statement under review, which shows combined assets of \$63,757,175 and a surplus to policy-holders of the combined companies amounting to \$31,574,008, and comment on such security is unnecessary. The Fidelity Underwriters is already well established throughout the Dominion, with a strong organization under the management of Mr. W. E. Baldwin, Montreal, and its high reputation for service both to agents and policy-holders has assured it a successful career.

## NEW YORK STATE INSURANCE FUND TO BE INVESTIGATED

Much interest is attracted by the latest developments in connection with the criticisms of Mr. Jeremiah F. Connor, the commissioner appointed by Gov. Alfred E. Smith for the purpose of examining into the affairs of the State Industrial Commission in relation to the State Insurance Fund. He has filed his report, in which he makes the following criticisms against the management of the fund.

Collection of premiums, auditing of payrolls, the payment of dividends to employers in the special groups, and the lack of payment of dividends to employers in the general groups, special treatment of special groups, method of experience rating, treatment of claimants, discrimination against certain physicians, and medical treatment of injured employees.

Mr. Connor concludes his report as follows: "What I have discovered is only a scratch on the surface. The State fund has never been properly audited by an outside actuary or accountant since first constituted. I recommend that the whole State Insurance Fund be investigated from start to finish by a competent actuarial accountant."

As a result of Mr. Connor's investigation, Governor Smith has ordered the actuarial investigation of the State Insurance Fund, and has authorized the appointment of Mr. Miles M. Dawson, the eminent actuary, as special investigator, under the Moreland Act.

## A NEW ERA FOR INSURANCE AGENTS.

The July issue of the Journal of the Corporation of Insurance Brokers denotes the beginning of a

new era for insurance brokers and agents, for it contains a record of the examinations which candidates must pass before they can be admitted as members of the Corporation. The examinations, as the Journal justly remarks, are evidence that the pioneer work of the Corporation is almost completed, and that the members realise that their right to exist as brokers lies in their ability to give the public the soundest advice and service. The examinations will, indeed, raise the status of the insurance broker to something like a professional level. Some of the more enterprising vendors of hair restoring lotions recommend them to the public by way of pictorial advertisements, wherein we see the patient as he was before the treatment and as he is after it. Someone should perform a similar service for the insurance agent—the evolution from the chrysalis to the butterfly.

The insurance business has changed and the agent has changed with it. A business that was once simple and limited in range has now become complex and varied beyond the dreams of our ancestors. The general insurance agent of earlier days was half a mendicant and often a failure in other walks of life, glad to pick up small commissions by the good grace of his friends. It was an easy business to turn one's hand to, because it was then simple and elementary in form and limited in scope, and the chief quality then required in the agent was not knowledge and experience but merely persistence as a salesman. But other days other manners. A successful insurance agent of the present day must be a man of many parts. A good salesman he should always be, but he must also possess a working knowledge of many branches of modern insurance, including fire, life, employers' liability, marine, accident, and a large number of subordinate ramifications. The Corporation of Insurance Brokers was the natural outcome of this change. It is, so to speak, the trades union of insurance agents, and their alma mater.

The Evening Standard recently remarked that "even the best companies are very lax in nominating agents. Anybody can become an agent for an insurance company and draw his commission even if he has nothing to do with insurance and knows nothing about it." To some extent this remark is justified, and the practice of which complaint is made is due to the fact that some insurance companies are still living in the past. The mere capacity to write one's name on a proposal should not entitle one to rank as an insurance agent, and it is the legitimate mission of the Corporation of Insurance Brokers to remedy such abuses.—  
Policy Holder.

# "The Oldest Life Company in America"

*Issued its First Policy in 1848*

Three leadership achievements of the Mutual Life:—The American Experience Table of Mortality, the cornerstone of modern life insurance. The "contribution plan" of surplus distribution, used almost universally by American companies. The Continuous Instalment policy, the basic form of all Life Income contracts.

"Mutual Life"—known in every household Unexcelled policies and service, notable financial strength, co-operation with agencies. Life Insurance at its best!—the Agent's desire and ideal.

For terms to producing Agents address

## The Mutual Life Insurance Company OF NEW YORK

34 Nassau Street, New York City

## THE London Assurance CORPORATION OF ENGLAND.

INCORPORATED BY ROYAL CHARTER A. D. 1790

CAPITAL PAID UP - - - - - \$ 2,741,275  
TOTAL ASSETS EXCEED - - - - - 42,500,000

Head Office for Canada - MONTREAL  
W. KENNEDY, W. E. COLLEY, Joint Managers.

# Automobile Insurance

FIRE:-TRANSPORTATION:-THEFT:

The Provident Assurance Company insures your Automobile against loss or damage resulting from Fire, from whatever cause arising, including Explosions, Spontaneous Combustion or Lightning: from accidents happening to the Railway Car or Steamboat used in the transportation of your car: from Burglary or Theft committed by any person not an employee of the assured.

For further particulars and rates apply to

## The Provident Assurance Company

189 St. James Street, Montreal. Tel. Main 1636-7.  
J. G. Goss, Managing Director.

# ATLAS ASSURANCE COMPANY LIMITED

Founded in the Reign of George III

Subscribed Capital - - - \$ 11,000,000  
Capital Paid Up - - - - - 1,320,000  
Additional Funds - - - - - 25,198,205

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

Head Office for Canada:

## 260 St. James St., MONTREAL

MATTHEW C. HINSHAW, Branch Manager

Established 1886

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

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

Agents Wanted in Unrepresented Districts.

Managers for Canada:

## Montreal Agencies Limited, Montreal



Assets:  
\$30,389,461.55

Surplus:  
\$8,824,000.31

Canadian Head Office:  
MONTREAL.  
J. W. BENNER, Manager

## L'UNION

FIRE INSURANCE COMPANY, Limited  
Established 1828 Head Office: PARIS, France.  
Capital fully subscribed. . . \$2,000,000.00  
25 p.c. paid-up

Fire and General Reserve Funds 6,792,000.00

Available Balance from Profit and Loss Account. . . . . 118,405.00

Net Premiums in 1918. . . . . 7,105,053.00

Total Losses paid to 31 Dec., 1918. . . . . 108,718,000.00

Canadian Branch:

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

## PERSONALS.

Mr. Thos. F. Dobbin, manager for Canada of the Phenix of Paris, and General of Paris Insurance Companies, arrived in Montreal on the 10th instant, from a visit to France and England. While in the former country, he visited the Head Offices of his companies. He informed The Chronicle that both these companies enjoyed much prosperity during the past year. During his stay in France Mr. Dobbin visited many places of interest. He states that the country is gradually recovering from the severe strain of the war.

Mr. Dobbin was in London on the occasion of the Peace Celebration, and was much impressed with the display of enthusiasm and happiness of the people generally which prevailed during the event. Referring to the prevalence of strikes in England, Mr. Dobbin states that one cannot help feeling that there is some Bolshhevik influences at work, stirring up discontent, but he believes that the sound common sense of the English people can be depended upon to triumph over the present difficulties.

Messrs. David Parks Fackler and Edward B. Fackler, Consulting Actuaries, of 35 Nassau street, New York City, take pleasure in announcing that they have taken into partnership Mr. William Breiby, retaining the same firm name as heretofore, Fackler & Fackler.

Mr. William Breiby is a resident of Westwood, New Jersey, and has been connected with the Fackler office since December 15th, 1902, beginning as a student clerk. For several years he has been the firm's office manager, having at times more than fifty subordinates. In June, 1917, Mr. Breiby became by examination a Fellow of the Actuarial Society of America. He has had a varied experience in official insurance company examinations and valuations and in other actuarial services for life insurance companies, fraternal societies, and pension funds.

Mr. W. A. Higinbotham, who recently returned to Montreal after a tour of the world, lasting almost three years, is sailing from New York City on August 16th, by the Orduna, for Great Britain. Mr. Higinbotham is Superintendent of Foreign Agencies for the Sun Life Assurance Company, and will remain in England for at least three months.

**NORTHERN ASSURANCE COMPANY,  
LIMITED.**

The progressive policy of the Northern Assurance Company will be further accelerated by the latest absorption—that of the Medway Insurance

Company, which has been in existence since 1908, operating fire, marine, etc. We understand the Company will continue to operate with the same chairman and staff and with the backing of the Northern will be in a position to actively extend its operations.

It is interesting to note that the Northern Assurance, whose existing holding of British Government securities, amounts to over \$25,000,000, applied for \$10,000,000 of the recent Victory loan offered in England.

**LIFE UNDERWRITERS' ASSOCIATION OF  
CANADA.**

The annual convention of the Life Underwriters' Association of Canada will be held at Calgary, Alta., August 19-22. The Association now has a membership of over 2,100, an increase of 800 for the past year. An attractive tentative programme has been arranged, announcing the following speakers:—

"Our Beneficiary Laws Up to Date." Charles Ruby, Mutual Life.

"The Magnitude of Life Insurance." W. Lyle Reid, Ottawa.

"Life Insurance as a Credit Factor." Frank Pike, Edmonton, Alta.

"The Place of Insurance in Modern Business and Domestic Economy."

"How the Association Serves the Agent, and Ways Yet Undeveloped to Make the Same More Attractive and Interesting." J. B. Warnicker, Victoria, B.C.

"Business Insurance." Mr. May, Jr., Toronto, Ont.

"Blood Pressure and Other Points upon which an Understanding between the Local Examiner, the Agent and the Medical Referee is Desirable." Dr. T. F. McMahon, Toronto.

"Group Insurance." G. Powell Hamilton, Guelph.

"Insurance for Women." Mrs. Clara Glover Power, Winnipeg.

"The American Life Underwriter." J. K. Voshell, president, National Association of Life Underwriters.

"Indiscriminate Issue of Agents' Licenses." W. B. Burrill.

"Salesmanship." George Hunt, Toronto.

"Systematic Canvassing." David Lauer, Montreal.

"Advertising." Hon. Sam. Latta, Minister of Highways, Saskatchewan.

"Income Insurance Versus Insurance Payable in Lump Sum."

# THE BRITISH AMERICA ASSURANCE COMPANY

Incorporated 1833

**Fire, Marine, Hail and Automobile**

HEAD OFFICE: TORONTO

Old Reliable Progressive  
 Assets over - - - \$4,000,000.00  
 Losses paid since organization over - - - \$45,000,000.00

**DIRECTORS:**

W. B. MEIKLE, President

SIR JOHN AIRD	D. B. HANNA
ROBT. BICKERDIKE, Montreal	Z. A. LASH, K.C., LL.D.
LT.-COL. HENRY BROCK	GEO. A. MORROW, O.B.E.
ALFRED COOPER, London, Eng.	LT.-COL. THE HON. FREDERIC NICHOLS
H. C. COX	BRIG.-GEN. SIR HENRY PELLATT, C.V.O.
JOHN H. FULTON, New York	E. R. WOOD
JOHN HOSKIN, K.C., LL.D.	

W. B. MEIKLE	JOHN SIME	E. F. GARROW
Pres. and Gen. Man.	Asst. Gen. Man.	Secretary

THOMAS F. DOBBIN, Resident Manager  
 MONTREAL

# THE LONDON MUTUAL FIRE INSURANCE COMPANY

ESTABLISHED 1869

Assets - - - - - \$639,691.53  
 Surplus to Policyholders - - - - - 164,317.87



**DIRECTORS:**

A. H. C. CARSON, Toronto	President
F. D. WILLIAMS	Vice-President
A. C. McMASTER, K.C.	W. T. KERRAHAN
S. G. M. NESBITT	H. N. COWAN
W. H. HUNTER	

HEAD OFFICE - 33 SCOTT ST., TORONTO

QUEBEC BRANCH OFFICE

W. J. CLEARY,  
 BRANCH MANAGER.

17 St. John Street, - MONTREAL

# NORWICH UNION FIRE INSURANCE SOCIETY, Limited

INSURANCE AGAINST

Fire, Accident and Sickness  
 Employers' Liability  
 Automobile, Plate Glass

AGENTS WANTED FOR THE ACCIDENT BRANCH.

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

P. A. TASKER, Branch Manager.

FOUNDED A. D. 1819

# THE PHENIX FIRE INSURANCE COMPANY OF PARIS, FRANCE

SURPLUS TO POLICYHOLDERS, \$5,525,000

THOMAS F. DOBBIN, Manager for Canada.  
 EDMUND POSTER, Assistant Manager.

Lewis Building, St. John Street, - MONTREAL  
 Applications for Agencies invited.

# The Travellers Life Assurance Company of Canada

HEAD OFFICE: MONTREAL

Hon. GEO. F. GRAHAM, President

TO AGENTS.—Write to the Home Office for particulars of direct renewal contract. Valuable territory available in Quebec and Eastern Ontario.

ESTABLISHED 1866.

# New York Underwriters Agency

A. & J. H. STODDART  
 REGISTERED

100 William Street - New York

**Provincial Agents**

MURPHY, LOVE, HAMILTON & BARCOM,  
 Toronto, Ont.  
 OHLER, HAMMOND & NANTON,  
 Winnipeg, Man.  
 ALFRED J. BELL & CO.  
 Halifax, N.S.

JOHN WM. MOLSON & ROBERT Y. HUNTER,  
 Montreal, Que.  
 WHITE & CALVIN,  
 St. John, N.B.  
 AYRE & BOND, LTD.  
 St. John's, Nfld.

T. D. RICHARDSON, Supt. for Canada  
 TORONTO

Founded A. D. 1710

# SUN INSURANCE OFFICE

Head Office: Threadneedle St., London, Eng.

# THE OLDEST INSURANCE OFFICE IN THE WORLD

Canadian Branch:  
 15 Wellington St. East  
 TORONTO, Ont.

LYMAN BOOT  
 Manager

# FIDELITY (FIRE) UNDERWRITERS

**Of New York**  
**HENRY EVANS, President**

Policies assumed half by the Fidelity-Phenix Fire Insurance Company  
 and half by the Continental Insurance Company of N. Y.

## Combined Semi Annual Statement July 1st. 1919

Liabilities	Assets
Capital Authorized Subscribed	Bonds and Stocks. . . . . \$51,654,512.00
Fully Paid Up. . . . . \$12,500,000.00	(Actual market value June 30th)
Unearned Premiums. . . . . 26,796,252.30	Real Estate. . . . . 1,137,500.00
Losses Under Adjustment. . . . . 2,734,158.31	Loans on Bonds and Mortgage . . . . . 18,200.00
All other Claims. . . . . 1,126,756.18	Premiums in course of Collec-
Reserve for Contingencies . . . . . 150,000.00	tion. . . . . 5,090,591.27
Reserve for Dividends payable	Interest, Dividends and Rents
July 10th. . . . . 1,375,000.00	Accrued. . . . . 523,560.23
Net Surplus. . . . . 19,075,008.83	Cash on deposit and in office . . . . . 5,332,812.12
	<u>\$63,757,175.62</u>
<u>\$63,757,175.62</u>	

**Policy-holders Surplus \$31,574,008.83**  
**Combined Assets - \$63,757,175.62**

UNEQUALLED SERVICE - PROMPT PAYMENT OF LOSSES - LIBERAL COVER

Canadian Head Office  
 17 St. JOHN STREET. MONTREAL  
**W. E. BALDWIN, Manager.**

**THE PACIFIC COAST FIRE INSURANCE CO.**

Head Office - - VANCOUVER, B. C.

Established 1890

Surplus security for Policy-holders  
Over \$700,000.00

LIBERAL ADJUSTMENTS  
PROMPT PAYMENTS

**J. W. GRIER & CO.,**  
Managers Prov. of Quebec  
**MONTREAL**

1850 1918

THE  
**UNITED STATES**  
LIFE  
**INSURANCE COMPANY**  
In the City of New York  
Issued Guaranteed Contracts

JOHN P. MUNN, M.D.  
President

FINANCE COMMITTEE  
CLARENCE H. KELSEY.  
Pres. Title Guarantee & Trust Co  
WILLIAM H. PORTER,  
Banker  
EDWARD TOWNSEND  
Pres. Importers & Traders Nat.  
Bank

Good men, whether experienced in life insurance or not, may make direct contracts with this company, for a limited territory if desired, and secure for themselves, in addition to first year's commission, a renewal interest insuring an income for the future. Address the Company at its Home Office, No. 277 Broadway, New York City.

"The Oldest Scottish Fire Office"

**The Caledonian**  
Insurance Co. of Edinburgh  
Founded 1865.

Head Office for Canada,  
Dominion Express Building  
**Montreal**

JOHN G. BORTHWICK,  
Canadian Manager

**The WATERLOO**  
Mutual Fire Insurance Co.  
ESTABLISHED IN 1863

Head Office - - - - - Waterloo, Ont.

TOTAL ASSETS 31st DEC., 1918, Over \$1,000,000

Policies in Force in Western Ontario Over 30,000

GEO. DIEBEL,  
President

ALLAN BOWMAN,  
Vice-President

L. W. SHUH,  
Manager

**NIAGARA FIRE INSURANCE COMPANY**  
HEAD OFFICE, NEW YORK

Cash Capital  
**\$1,000,000.00**

INCORPORATED 1850

Net Surplus 31st Dec., 1918  
**\$3,117,106.53**

CANADIAN DEPARTMENT . . . . . 22 ST. JOHN STREET, MONTREAL

W. E. FINDLAY, Manager

AGENTS REQUIRED

**SCOTTISH METROPOLITAN ASSURANCE COMPANY LIMITED,**  
Of Edinburgh, Scotland

Owned and Operated by the London & Lancashire Life & General Assurance Association, Limited.

ACCIDENT AND SICKNESS  
Most Liberal and Up-to-date Policies

GUARANTEE BONDS

ELEVATOR AND GENERAL LIABILITY



MONTREAL

TOTAL SECURITY TO POLICYHOLDERS  
OVER \$24,500,000

AUTOMOBILE LIABILITY AND FIRE  
Individual or Combined Policies

EMPLOYERS LIABILITY

PUBLIC AND TEAMS LIABILITY

HEAD OFFICE FOR CANADA . . . . . 164 ST. JAMES STREET, MONTREAL

APPLICATIONS FOR AGENCIES INVITED



**PARLEZ VOUS FRANCAIS?**

It seems to us that there is everything to say in favor of learning French and nothing to say against it. A knowledge of French is a valuable accomplishment in any case; in a country like Canada it has a commercial value to say the least; and politically, it is most important. Our educational authorities should stress it more than they do. As very few people will want to be caught learning German nowadays, there is an opportunity to make French a more important study in our schools and colleges than it has been, and parents could do no more important educational service to their children than encourage them early in life to take up this study seriously.—*Maritime Province.*

**CANADIAN WHEAT BOARD HAS AUTHORITY TO TAKE WHEAT STORED IN ELEVATOR OR WAREHOUSE**

In addition to its purchasing and selling powers, the Canadian Wheat Board, by which name the wheat purchasing board is to be known, has au-

thority under the act creating it to perform the following functions:

1. To fix maximum prices or margin of profit at which flour and other products made from wheat delivered to millers may be sold and to fix standards of quality of such flour.

2. To purchase flour from millers at prices to be fixed by the board and to sell same in Canada or in other countries.

3. To take possession of and to sell and deliver to millers or to purchase in other countries wheat stored in any elevator, warehouse or on railway cars or Canadian boats, and to deal with the same as to payment of advance and otherwise in the same way as if it had been otherwise delivered to the board, and to move grain into and out of or through any elevator and to or from any car or boat.

4. To control by license or otherwise the export and sale of flour out of Canada.

5. For the purpose of performing its duties under this order to allocate Canadian lake tonnage and to distribute cars for rail shipment.

**CANADA LIFE**

Factors that help the  
**LIFE INSURANCE MAN**

1. The Canada Life is the Oldest Canadian Company and has a record of 72 years of steady, solid growth.
2. The Strength and Safety of the Company need no demonstration.
3. Service and Return to Policyholders give the satisfaction that builds up a permanent business.
4. Canada Life Policies meet every insurance need and contain all that is best in Life Insurance.
5. The exceptional backing and co-operation of Home Office insure the success of any man with selling ability.

Good opportunities for the right men. **Write Agency Department**  
**CANADA LIFE ASSURANCE COMPANY**  
Home Office - TORONTO

Licensed by the Dominion  
Government



**W. E. BALDWIN,**  
MANAGER  
CANADIAN HEAD OFFICE  
17 ST. JOHN ST. MONTREAL

**THE FIDELITY-PHENIX**

**FIRE INSURANCE COMPANY OF NEW YORK**  
HENRY EVANS, President

**NOW WRITING HAIL INSURANCE**

**Assets Exceed \$24,000,000**

**FIRE . HAIL . MARINE . TORNADO**

PHONE MAIN 1140



**LONDON & LANCASHIRE FIRE**  
INSURANCE COMPANY LIMITED

Security - - \$42,000,000

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

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



**LONDON & LANCASHIRE**  
GUARANTEE & ACCIDENT

**PERSONAL ACCIDENT SICKNESS FIDELITY GUARANTEE**

**PLATE GLASS AUTOMOBILE GENERAL LIABILITY**

Head Office, **TORONTO**  
Montreal, 164 St. James Street. Quebec, 81 St. Peter Street.

# Mount Royal Assurance Company

**SURPLUS AND RESERVES, \$1,214,457**      **TOTAL FUNDS, \$1,436,842**

**TOTAL LOSSES PAID, \$2,692,201**

Applications for Agencies Invited

**HEAD OFFICE - - - - MONTREAL**

**P. J. PERRIN and J. R. MACDONALD, - - - Joint Managers**

Established in Canada in 1821

1819 **AETNA FIRE**

LOSSES PAID IN 100 YEARS OVER \$100,000,000

J. B. HUGHES, Special Agent, 200 St. James St.  
J. B. STEWART, Special Agent, 20 Toronto St.  
R. LONG, Special Agent, 518 York St.

## Union Assurance Society, Ltd.

OF LONDON, ENGLAND  
(Fire Insurance since A.D. 1714)

CANADA BRANCH, MONTREAL. **T. L. MORRISSEY, Resident Manager.**  
NORTH WEST BRANCH, WINNIPEG. **THOS. BRUCE, Branch Manager.**

Agencies throughout the Dominion

## EXCELSIOR

INSURANCE LIFE COMPANY

A Strong Canadian Company

J. J. Robichaud, Provincial Inspector.  
MONTREAL TRUST BUILDING, 11 Place d'Armes, MONTREAL.

## The Law Union & Rock

INSURANCE CO. LIMITED, LONDON. Founded in 1866

Assets Exceed - - - \$50,000,000.00

Over \$10,000,000 invested in Canada

**FIRE and ACCIDENT RISKS accepted.**

Canadian Head Office: 277 Beaver Hall Hill, MONTREAL.

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

## LIFE AGENTS WANTED FOR CITY OF MONTREAL

If you are a productive worker, ambitious, and available for a good steady position in Montreal, with a progressive Company, who meets you more than half way, write (or call upon) stating experience, etc.,

M. D. McPHERSON, Provincial Manager, 180 St. James Street, MONTREAL, P. Q.

# THE CONTINENTAL LIFE INSURANCE CO.

GEORGE B. WOODS, President. TORONTO, Ont. CHAS. H. FULLER, Secretary

**WANTED.**

**General Agency** for a reputable fire insurance Company for the Provinces of Alberta and British Columbia. Have organized plant of 150 agents in Alberta. Address.

**GENERAL AGENCY,**  
c/o The Chronicle,  
Montreal.

### THE KIND OF HUMAN BEINGS WHO LIVE LONGEST.

Below are some of the interesting points of an article on "The Kind of Human Beings Who Live Longest," by President Dryden of the Prudential in the August American.

"Our records tend to prove that the man who would live long and be happy can have no better formula than the Ten Commandments. Clergymen and farmers are popularly supposed to lead as moral and as wholesome lives as any two classes in the population; and the records of insurance companies—as might be expected—show that they represent apparently the best risks. About the worst risks, of course, are makers of high explosives, aviators, submarine workers, and those who are exposed to the constant irritation and infection of injurious dust.

But, side by side with those whose occupations involve physical danger come saloon-keepers, who have an extra mortality of 70 per cent., as shown by an extensive investigation conducted jointly by the Actuarial Society of America and the Association of Life Insurance Medical Directors. The investigation further showed that hotel proprietors, who tend bar only occasionally, but who take frequent drinks, shorten their lives on an average 6 years by that fact.

#### Fewer Accidents to Women.

By running through our accident charts we can tell that in any given year about 3 times as many men as women will be killed by accidents in the United States. More women will die from burns—the only sort of accident which claims a larger proportion of women—but 5 times as many men will be killed on the railroads. Five men will drown to every woman, and 14 times as many will be kicked to death by mules, or killed by other animals. Almost as many women as men are killed by eating unwholesome food; but with this exception, and the exception of burns, already noted, women are apparently much safer from every sort of accident.

The same charts show the amazing decrease in deaths from boiler explosions, following the introduction of regular Government inspection of boilers. But as one cause of accident diminishes it seems that something else arises to take its place. We are killing fewer folks in boiler explosions, and an infinitely larger number by automobiles. Indeed, the increase in deaths from automobiles is one of the most alarming facts in insurance statistics to-day. From 1914 to 1917 the death rate per 100,000 among our own policyholders rose from 4 to 9.6—a 140 per cent. increase; and the records of every large city show a curve that is certainly alarming.

#### Rich Man, Poor Man.

Which lives longer, we are sometimes asked, the rich man or the poor man? And which gets the most out of life? Unfortunately, even the statistical department of a great insurance company can hardly settle authoritatively a problem that is as old as the race itself. Our records do seem to show this much—that men of moderate circumstances have a lower death rate than industrial workers; and a lower death rate, also, than men whose wealth enables them to carry very large insurance policies. In other words, the wage-earner, who often finds it difficult even to meet the payments on a very small policy, and the man whose obligations prompt him to carry a very large policy, are both likely to die somewhat earlier than the comfortable individual in between, who carries moderate insurance, holds a moderately good position, and enjoys the reasonable comforts of life without incurring its heaviest burdens.

#### TAX ON WAR BONDS.

At the meeting of the Canadian Council of Agriculture held at Winnipeg last month, the following resolution was adopted:

"Whereas, it is estimated, the war debt of Canada at the end of the present year will be approximately \$2,000,000,000, or nearly \$250 per capita, and the annual interest charge on this debt will be about \$11,500,000 or \$14 per capita, which enormous indebtedness will tax the resources of the nation to the utmost.

"And whereas, the war bonds issued by the Government of Canada, exempt from taxation, are steadily becoming concentrated in the possession of a few individuals and corporations, who are thus escaping the payment of their fair share of taxation.

"Therefore be it resolved that the Council of Agriculture recommends to the Federal Government, that the income from war bonds shall be made subject to the regular taxes imposed upon ordinary incomes."

### RESPONSIBILITIES OF AUDITORS.

The Chatham creditors of the Standard Reliance Corporation were informed by G. T. Clarkson, the liquidator, that he as auditor in 1914 objected to the manner in which the affairs of the Corporation were being conducted and resigned his position. If we recall correctly auditors had similarly resigned their position in connection with the affairs of the defunct Dominion Permanent Loan.

There may be much to commend the course taken by these auditors but we believe that there is a question as to whether they and their successors discharged their full duty. We have looked up their reports to the shareholders and fail to find that they reported anything of what they admitted they knew. And it is to the shareholders, we hold, that they are responsible.

The auditors of a company are appointed by the shareholders, usually at the annual meeting. Custom seems to have established the rule that they shall work under the direction of the directors and report to them. We believe that this does not provide the shareholders with the protection to which they are entitled. If they appoint auditors to represent them they have a right to have a report from them as to any irregularities. Merely satisfying the directors does not go far enough.—Grain Growers Guide.

### JULY BANK CLEARINGS IN NEW YORK HIGH.

Bank clearings in New York City for July aggregated the enormous sum of \$21,874,629,840 or 10.7 per cent. larger than the total for June and 42 per cent. over July, 1918.

"Active stock speculation, large bond sales, big deals in financial lines, notably the floating of large credits to Europeans and of new enterprises at home; active domestic trade, busy industry and record foreign shipments are all apparently reflected in the immense July bank clearings totals, which exceed anything ever before recorded at or outside New York. Clearings, in fact, took a tremendous jump forward, the total for that month at 132 cities being \$37,181,324,315, a gain of 9.6 per cent. over the hitherto record total for June, of 45 per cent. over the low water mark of the year, in February, of 31.3 per cent. over July a year ago, and over two and one-half times the total of July, 1914.

Pat and Mike were obliged to halt their cart and make way for a funeral procession. While looking at it Pat suddenly remarked: "I'd give \$500 to know the place where I am going to die."

"Well, and what good would it do you if you did know?"

"Lots," said Pat; "sure, I'd never go near the place."

### TRAFFIC RETURNS.

#### Canadian Pacific Railway

Year to date	1917	1918	1919	Increase
June 30.....	\$69,875,000	\$70,213,000	\$74,847,000	\$4,634,000
Week ending	1917	1918	1919	Increase
July 7.....	3,101,000	2,787,000	3,120,000	333,000
" 14.....	2,867,000	2,688,000	3,325,000	637,000
" 21.....	2,950,000	2,644,000	3,202,000	558,000
" 31.....	4,007,000	3,801,000	4,591,000	790,000

#### Grand Trunk Railway.

Year to date	1917	1918	1919	Increase
June 30.....	\$30,501,564	\$22,972,154	\$28,581,242	\$5,609,088
Week ending	1917	1918	1919	Increase
July 7.....	1,297,003	1,093,462	1,048,962	Dec. 44,500
" 14.....	1,379,293	1,130,800	1,238,903	108,103
" 21.....	1,358,019	1,114,799	1,316,805	202,006
" 31.....	1,907,465	1,994,902	2,417,076	422,174

#### Canadian National Railways.

Year to date	1917	1918	1919	Increase
June 30.....	.....	\$35,445,231	\$40,009,585	\$4,564,354
Week ending	1917	1918	1919	Increase
July 7.....	.....	1,424,684	1,653,564	228,880
" 14.....	.....	1,506,147	1,599,242	93,095
" 21.....	.....	1,561,06	1,886,448	125,385
" 31.....	.....	2,241,405	2,718,148	476,743

# Canadian Banking Practice

on sale by

## THE CHRONICLE MONTREAL

**CANADIAN FIRE RECORD.**

**Fire at Quebec.**—By the fire which occurred on the premises of W. Cantin, on July 26th, the following companies are interested:—Montreal Und., \$4,300; Prov. Washington, \$2,500; Globe & Rutgers, \$5,000; St. Paul, \$2,500; Northern, \$2,500; Fidelity Phenix, \$1,500; London Mutual, \$1,000; Mount Royal, \$2,500; Law Union, \$2,500; Brit. & Canadian Und., \$3,000; St. Lawrence Und., \$1,100; Imperial Und., \$2,600; Quebec Firs, \$1,000; Scottish Union, \$2,000; Niagara, \$2,500; Home, \$3,000; Springfield, 5,000; Eastern Und., \$2,000; General, \$3,000; National of Paris, \$1,500; North Union, \$3,000; Union of Paris, \$2,000. Total \$56,000. Loss about 12,000.

**Fire at Welland, Ont.**—On the 9th instant, the frame business block, owned by Eugene Reeb, was destroyed. Loss about \$25,000, partly insured.

**Fire at North Toronto.**—On the 12th inst., a fire destroyed the greenhouse, barn and a quantity of hay, fifty tons of coal and coke, belonging to Tattle & Co., florists. Loss about \$8,000, partly covered.

**Fire at Port Colborne, Ont.**—On the 9th inst., a fire destroyed the huge Government grain elevator, caused by an explosion and resulting in the death of ten persons and injuring twenty others. At the time of the explosion the barge Quebec owned by the Montreal Transportation Company, was being loaded at the east side of the elevator, and was sunk by hundreds of tons of debris. The loss is estimated at \$1,500,000. No insurance.

**Fire at Montreal.**—On the 10th instant, a fire destroyed the Mystic Rill at Dominion Park, and part of the Scenic Railway. Seven people lost their lives in the fire, in addition to many injured. Fire insurance loss is estimated at \$20,000. The following companies are interested in Use and Occupancy Schedule:—North America, \$6,458; Prov. Washington, \$2,153; Firemen's Fund, \$2,153; Employers, \$4,305; London & Lancashire, \$4,305; Norwich Union, \$4,305; Royal, \$6,457; Fire Ins. of Canada, \$4,305; Union of Paris, \$2,152; London & Mutual, \$1,076; Lloyds, \$5,381. Total, \$43,050. Loss about 3 per cent. Total fire coverage, \$100,000.

**Fire near Lyn, Ont.** On July 28th a fire destroyed the barn, stables and garage of J. W. Stewart. Loss about \$4,000.

**Fire at Halifax, N.S.** On the 4th instant a fire occurred on the premises of U. & C. H. Mitchell's fish store. Loss about \$15,000. Stated to have been caused by boys playing with matches.

**Fire at Edwards, Ont.** On the 29th of July the Michigan Central depot at Edwards near Tilsonburg was destroyed. Caused by overturned lamp.

**Fire at Gatineau Point, P.Q.** On the 2nd instant a fire destroyed the residence and butcher shop of Mrs. Jos. Toutloff, the post office and general store conducted by H. Brais, also a number of out-buildings and sheds. Loss about \$17,500.

**Fire near Fisherville, Ont** July 26th, as a result of a lightning storm the large barn on the Noble farm was destroyed with all its contents including 6 horses, 30 hogs, a number of sheep, and the seasons crop of hay. Loss about \$7,500 partly covered.

Men, my brothers, men and workers, ever reaping something new;  
That which they have done but earnest of the things that they shall do;  
For I dipt into the future, far as human eye could see,  
Saw the vision of the world, and all the wonders that would be;  
Saw the heavens fill with commerce, argosies of magic sails,  
Pilots of the purple twilight, dropping down with costly bales;  
Heard the heavens fill with shouting, and there rain'd a ghastly dew  
From the nations' airy navies grappling in the central blue;  
Far along the world-wide whisper of the south-wind rushing warm,  
With the standards of the peoples plunging thro' the thunder-storm;  
Till the war-drum throbb'd no longer, and the battle-flags were furl'd  
In the Parliament of man, the Federation of the world.  
There the common sense of most shall hold a fretful realm in awe,  
And the kindly earth shall slumber, lapt in universal law.  
—Tennyson.

**NORTH AMERICAN LIFE ASSURANCE CO.**

Mr. E. J. Harvey, Supervisor of Agencies, is visiting the Western agencies while on a tour. He will attend the Life Underwriters' Convention at Calgary.

The Nalaco Club (\$100,000) Contest of the North American Life closed on July 31st. Thirty-six men qualified, the largest number in any year yet.

The business for August concluded with the best August in the company's history. North American Life received business for August, 1919, exceeded that for August, 1918, by 68%, amounting to over \$1,800,000.

