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Banking, Insurance and Finance

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THE GENERAL FINANCIAL SITUATION

The financial community in the East has been considerably relieved over the better news from the West regarding the crops. With reference to Southern Alberta and Southern Saskatchewan in particular, the reports were that crop damage was serious; and that Manitoba, too, according to the prevailing impression, would have a very light yield. Latest news from Western centres is that recent rains have benefitted the grain materially and that the yield will be considerably better than was expected a short time ago. Alberta, apparently, will have a lighter yield than in 1917 and the condition there as at July 31, being estimated by the Government bureau as only 69 per cent of the ten-year average. However, it is to be remembered that Alberta in 1917 was exceptionally fortunate, many of the farmers in the Southern part of the province being favored with phenomenal yields per acre. Saskatchewan's condition is set down as 75 p.c. of the 10-year average, and Manitoba's, as 85 p.c. All told, the three prairie provinces are credited with a wheat crop of 216,488,000 bushels and the production of the rest of Canada is expected to bring the total up to 232,000,000. This will be practically equal to the Dominion's wheat production in 1917. As prices are practically on the same level, the money value of the crop will probably show no falling off.

This it will be seen that the financial burden involved in moving the 1918 crops will be approximately as heavy as in 1917. In some early districts cutting commences during the latter part of August, but harvesting does not become general until the first half of September. So, in the course of another fortnight the banks will be called upon to supply currency for making the payments to the farmers. Throughout last year, and up to the present time of this year, the banks have supplied the extra demand for currency through issues of their own excess notes covered by deposits of "legals" in the Central Gold Reserves. This process has enabled them to put to practical use the large amounts of Dominion notes received from the Finance Minister as proceeds of rediscounts of British Treasury bills. During the coming fall it would not be surprising if the bankers had recourse more generally to the taxed issues of notes. Subject to 5 p.c. tax they are authorized to issue something like \$33,000,000 of excess notes, and as yet they have not used more than \$3,000,000 or \$4,000,000 of such issues. In view of the fact

that the Dominion note circulation is now at a very high level, having been considerably expanded during the second quarter of the year, the banks may conceivably elect to put out the taxed notes to the extent of \$20,000,000 or \$25,000,000 in October and November when the crop movement reaches important dimensions.

Up to the time of writing this article no announcement has been forthcoming regarding a special grain credit to enable the British Government to purchase Canada's wheat crop. It will be remembered that a special credit of \$100,000,000 was provided last year by the banks for this purpose. Sir Thomas White explained, in a recent interview, that but for this credit the Canadian farmers would have had no cash market for their wheat. Presumably the necessary financial arrangements for moving this year's crops are approaching completion. Some observers are wondering whether the arrangements made by the Finance Minister in Washington some time ago included one for a British credit in New York to take care of British purchases of Canadian wheat. If, instead of requiring our banks to provide a large credit such as \$100,000,000 to cover part of the purchases of British agents here, it were arranged that the whole operation of buying grain in North America by the Allies were financed by means of a mammoth credit in New York, then the Canadian banks would be relieved of a very heavy burden. They could, then, in that case obtain funds in New York promptly as the grain exporters shipped out the produce. Instead of carrying a part of the export sales in the form of dead loans in Canada, as a considerable part of the munition sales are carried, the bankers would have the funds immediately at their disposal with New York correspondents. This would not only ease our home money markets, but also help to relieve the tension in exchange.

The recent rise to par of Canada's Victory bonds has caused certain influential American papers to renew their agitation for the adoption of a similar plan of stabilization to apply to the prospective Liberty Loan. With the price to purchasers of Victory bonds fixed at 100, and with sellers of the bonds receiving 99 net, it has become possible for subscribers to realize a profit of a fraction over the net cost.

Our American friends are considerably impressed by this successful measure of stabilization

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The Chronicle

Banking, Insurance and Finance

ESTABLISHED 1881. PUBLISHED EVERY FRIDAY.

F. WILSON-SMITH, *Proprietor and Managing Editor.*

Office:

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10 ST. JOHN STREET, MONTREAL.

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MONTREAL, FRIDAY, AUGUST 23, 1918

THE GENERAL FINANCIAL SITUATION.

(Continued from Front Page)

as applied to a bond issue of \$400,000,000 — or \$560,000,000 if conversions be reckoned. With the exception of the first Liberty issue of 3½ per cent, which carries full exemption from all United States income taxes, the Liberty Loans so far issued are at a discount of several points in the New York market, notwithstanding that the second loan bears 4 and the third, 4¼ per cent. interest. The second and third loans, however, do not carry and exemption from supertaxes; and they are therefore not so attractive to wealthy capitalists whose supertaxes are very heavy.

Call money in New York is held firmly around 6 per cent, the bankers not lending any encouragement to theories that money will work easier shortly. They have the great American crops to finance, and that will engage their full energy. In the Saturday statement the New York Clearing House banks reported a \$10,000,000 decrease of excess reserves—the total falling to \$30,000,000. This resulted largely from a drop of \$90,000,000 in Government deposits.

THE SITUATION WHEN PEACE COMES.

Sir John Willison in a recent address given at Galt, Ont., asks the question what will be the situation in Canada when peace is restored? About 250,000 workmen engaged in the manufacture of munitions and war supplies will have to be provided with other employment.

Many factories not directly producing munitions or filling war contracts have an indirect relation to the war industries. In greater or lesser degree their staffs and plants are engaged in furnishing material and supplies for war purposes. For the time the whole industrial fabric rests upon a war basis. Inevitably there will be shock and dislocation when the war ceases. Not only will industries employing a quarter of a million of men have to be readapted to a state of peace but between 300,000 and 400,000 soldiers will return from Europe for whom places must be provided. In short between 600,000 and 700,000 men released from military service or from war industries will have to be placed on the land, in the factories, in the shops, in the professions or

in such other positions as they may desire or as may be available. Since many of these men have families altogether at least 1,500,000 or possibly 2,000,000 people will be vitally affected by the withdrawal of the armies from the field and the cessation of war orders for Canadian factories.

We will fail grievously in duty to the soldiers if we do not provide the employment they will have the right to demand when they return to Canada. We should know before they embark for home what every soldier in the Canadian army desires to do, for what work he is best fitted, at what point he should be demobilized, and where he can be placed in a profitable occupation if the position which he held before enlistment is not open. Many of those who will come back to us are young men who, as has been said by a special correspondent of The Toronto Mail and Empire, enlisted from High Schools, colleges and universities, who had never worked, and who have spent in the army the years in which they would have been making places for themselves. Many of forty years of age or over will come back after long service without money or occupation, and with initiative and energy impaired. "Leaders of thought in the army" says this correspondent "favor the return of men from Europe to immediate occupation in Canada. They fear the effect on the men of a long period of idleness. They are anxious that other fields of labor than agriculture should be provided. Farming will appeal to but a small percentage of the army. Years in the turmoil of war, its excitements and associations, is not the best of training for the quiet life of the prairie farm. Industrial expansion in Canada must come if the army is to be provided with occupation." After the Civil War the United States disbanded an army of over 1,500,000. But the Republic had a population of 30,000,000 or 31,000,000 while we have 7,500,000 or 8,000,000 people. In the North the army was re-established in civil life without any serious season of unemployment or any general social disturbance but we have proportionately a far graver industrial problem and very different social and political conditions.

A Great Debt.

Not only will we have to provide occupation or support for 1,500,000 people but we will carry a tremendous financial obligation. Thus far the greatest revenue we have raised in any year was \$170,000,000. When the war is over in order to meet pensions, interest and the general purposes of government our annual charge will be \$350,000,000 and possibly \$400,000,000. If we are to bear this load it is vital that the production of farm and factory should be increased, new industries created, old industries expanded, home markets enlarged and exports of manufacturers and farm products multiplied. The Provincial Governments all across the country show a disposition to vote liberal appropriations for agriculture. A like disposition is manifested by the Dominion Government. In this field all the money necessary for research, experiment and production can be

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TORONTO - - CANADA

THE SITUATION WHEN PEACE COMES.

(Continued From Page 881)

obtained and should be obtained. The fertile soil of Canada is its best asset. Those who live on the land give balance and steadiness to the social forces. As they are the most independent so they should be the most prosperous element in any country. Where agriculture is depressed and farmers impoverished there is neglect of duty by Government or grave defects in national policy.

It may be that in the future there will be a less capacious market for Canadian food products in Great Britain. The British Minister of Agriculture has declared that the great lesson of the war for British statesmen is that the United Kingdom must be capable of self-feeding. It is estimated that for this year the Old Country will produce food to feed its population for 40 weeks as against provision for 10 weeks before the war. If in the future British production is maintained at that level the need for food from Canada will be enormously reduced. But there is a large element of speculation in all such estimates. The effort of war may not continue in time of peace. Unless there is economic profit in domestic food production it is doubtful if Great Britain will become permanently self-feeding however heroic may be the immediate resolution. But assuredly the Old Country will be less dependent upon food exports for some years and the fact has significance for Canada.

Organization of Industry.

But it is essential that we should have a better organization of industry. There could be no clearer evidence of the genius and resourcefulness of Canadian manufacturers and the skill of Canadian labor than what has been achieved under the Imperial Munitions Board. It is doubtful if the country has any conception of how much courage and actual sacrifice have been necessary to produce these results. The work of the Board has absorbed all the time and energy of many of the leaders in Canadian industry. Manufacturers have taken serious risks and the banks have co-operated with high public spirit. The shell orders placed in Canada have aggregated in value over \$1,000,000,000. Of this great sum the Imperial Government provided \$372,000,000, the Canadian Government \$460,000,000 and the Canadian banks \$100,000,000. Nine hundred and fifty manufac-

turers have received contracts. These contracts have been placed in every Province except Prince Edward Island. The Board has constructed seven great national plants at a cost of \$15,000,000. If it be true that without definite direction and organization these results could not have been achieved it is also true that the manufacturers and workmen who have made these results possible are not lacking in skill, enterprise or courage. Under like wise direction and organization the industries of Canada should be as effective in the era of construction as they have been in the era of destruction.

There is significance for Canada in a statement by Mr. Edward N. Hurley, Chairman of the

(Continued on Page 885)

ESTABLISHED 1873

THE

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(ESTABLISHED 1817)

Paid-up Capital	-	-	-	\$19,524,300.00
Reserve Fund	-	-	-	14,375,000.00
Reserve Liability of Proprietors	-	-	-	19,524,300.00
				\$53,423,600.00
Aggregate Assets 30th Sept., 1917				\$285,767,140.00



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Capital Paid Up.....	1,475,000
Life Fund, and Special Trust Funds.....	73,045,450
Total Annual Income exceeds.....	57,000,000
Total Funds exceed.....	159,000,000
Total Fire Losses Paid.....	204,667,570
Deposit with Dominion Govern- ment.....	1,323,333

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(As at 31st December, 1917)

Capital Fully Paid.....	\$1,000,000
Fire Premiums 1917, Net.....	\$2,896,395
Interest, Net.....	142,130
Total Income.....	\$3,038,525
Funds.....	\$5,476,985
Deposit with Dominion Gov't....	\$318,267

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THE SITUATION WHEN PEACE COMES.

(Continued From Page 883)

United States Shipping Board, to the Illinois Manufacturers Association. He said:—

"While vigorous prosecution of the war is the paramount interest of the nation now, we cannot afford to wait until peace is declared before beginning preparations for the wise employment of the enormous new merchant marine which is being augmented at a rate of one and two ships a day. The country looks to the manufacturers to find work for those ships after the war. The more vigorously we fight the war, the more tonnage we shall have at our disposal when peace is declared. I believe that wise foresight now in utilizing this tonnage after the war, to develop our own world trade, and develop trade and industry in other countries, particularly the smaller and younger nations, will be a direct help to winning the war, not a hindrance. The American manufacturer, banker, and business man generally may well begin to-day to think in terms of world markets. When peace comes we shall find ourselves with an enormous mercantile marine on hand, as well as a ship-manufacturing industry of magnitude unlike anything that has hitherto existed. Success in employing that merchant marine hangs squarely upon manufacturing efficiency."

ONTARIO FIRE RECORD.

Fire Marshal E. P. Heaton, Toronto, in his official monthly statements of fires in Ontario, under his jurisdiction, states that there were only two fires in the month of June exceeding the sum of \$20,000. The first was the disastrous Pembroke conflagration which involved a total fire loss of \$327,534. The second was in the flour and feed mill of J. S. Fisher, Barrie, which involved a loss of \$59,000.

In the month of July Pembroke sustained another serious fire. The fire marshal states that in each of these two serious fires, the waterworks failed, and suggests that the whole fire-fighting appliances and water protection need immediate and careful revision. This is a serious condition of affairs. We understand that the attention of Mr. J. Grove Smith of the conservation Commission has been directed to the matter.

During the month of June, 954 fires occurred in Ontario, of this number no less than 587 are recorded as fires in dwellings, 119 in farm barns; 83 mercantile stores; 39 manufacturing and special hazards; 36 stables, sheds and outhouses (not farm risks); 12 office and bank buildings; 9 hotels and boarding houses; 8 churches; 8 railway risks; 7 elevator and grain risks; 7 schools, colleges, hospitals and libraries, the balance are pretty evenly distributed among other risks.

The analysis of causes of fire, gives 209 from lightning in buildings not rodded, two from lightning in buildings rodded; 76 unknown; 73 matches; 65 caused by sparks arising from combustion; 50 sparks on roofs, from whatever cause; 49 exposure; 37 electricity; 38 stoves, furnaces,

etc., 18 chimney flues, etc., and the balance from various causes as specified in report.

The number of fires recorded in June 1917, was 682 compared with 954 in June, 1918; insurance loss in June, 1917, was \$310,742 as compared with \$629,818 in June, 1918. The total insurance loss in Ontario for the first six months of 1917 was \$4,483,212 as against \$5,707,609 for the same period in 1918.

The fact that so many people believe that fires must happen, and do not realize that at least two-thirds of them are preventable, makes it hard to arouse the public generally to the necessity of their prevention. While great stress should be laid upon the prevention of fires, the importance of being prepared to put out fires when they start should not be minimized. Each city and town should be furnished with the necessary fire apparatus and trained firemen, and special attention should be paid not only to the fire department, but also to the water supply, and arrangements for sending in alarms in case of fire. The many losses brought about by the assured for gain in Ontario and elsewhere are largely preventable by the companies and their representatives by proper vigilance, and thorough efficiency of agents against over-insurance, and the reckless placing of risks. If there is no over-insurance than there is no profit in burning.

PALATINE INSURANCE COMPANY, LIMITED.

The Palatine insurance Company, Limited, established in 1900 occupies an influential position among younger British fire offices. At December 31st last, its fire fund with the balance on profit and loss account totalled \$3,112,690, a substantial increase of nearly \$300,000. In addition to this amount there is a paid up capital of \$1,000,000, making a total security to policyholders of \$4,112,690. 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 comfortable assurance that behind the ample specific security of their policies lie the immense resources and security of the Commercial Union, amounting to over \$159,000,000.

Net premium income last year amounted to \$2,896,595, an advance of \$330,460 upon 1916. Losses were \$1,531,145, showing a ratio to premiums of 52.8 per cent., a much more favourable record than 1916, when the loss ratio figured 63.4 per cent. of premiums. The total assets of the Palatine as at 31st December, 1917, amounted to \$5,476,985, an increase of \$643,360 during the year.

In the Canadian field, the Palatine has influential connections under the management of Mr. James McGregor and Mr. W. S. Jopling, assistant manager. Its Canadian premium income in 1917 amounted to nearly \$300,000 as compared with \$276,444 in the preceding year. Net losses incurred amounted to \$172,674. The company's high prestige and liberal treatment of policyholders assure it a steady increase in business throughout the Dominion.

The Trust and Loan Co.
OF CANADA

Capital Subscribed \$14,000,000.00
Paid-up Capital 2,970,000.00
Reserve Funds 2,753,996.38

MONEY TO LOAN ON REAL ESTATE

30 St. James Street, Montreal

Prudential Trust Company
LIMITED

Head Office 9 St. John St., Montreal	Trustee for Bondholders	Safety Deposit
	Transfer Agent & Registrar	Vaults
	Liquidator Receiver Executor	Terms Ex-
	Trustee Guardian Assignee	ceptionally
	Trustee Custodian	moderate.
	Real Estate and Insurance Departments	Correspond-
	Insurance of every kind placed at lowest possible rates.	ence invited

B. HAL. BROWN, President and Gen. Manager

Monthly Income Policies a Necessity

A legacy of life insurance amounting to \$100,000 was completely dissipated in seven years by faulty investments and expensive living; in another case a beneficiary squandered the proceeds of a life insurance policy amounting to \$50,000 in a single year. To protect the beneficiary against inexperience in making investments and against extravagance, the monthly income policy has been introduced, providing an automatic, safe and profitable investment of life insurance funds. Supplement your existing insurance with a monthly income policy. It can be written on the life, limited life, or endowment plan. Such a policy with our disability clause incorporated is without an equal in furnishing ideal household protection. We will gladly furnish full particulars and illustrations.

The Mutual Life Assurance Co. of Canada
WATERLOO, ONTARIO

CHARLES RUBY, Gen. Mgr. E. P. CLEMENT, K.C., Pres.

The LIFE AGENTS' MANUAL
THE CHRONICLE - - MONTREAL

Western
Assurance Company
Incorporated in 1851

**FIRE, MARINE, EXPLOSION AND
AUTOMOBILE INSURANCE**

ASSETS over \$6,000,000.00

LOSSES paid since organization of Company . . . over \$70,000,000.00

DIRECTORS

W. B. MEIKLE, President and General Manager
Sir John Aldred John Hoskin, K.C., LL.D.
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. Frederick Nicholls
H. C. Cox Brig.-General Sir
John H. Fulton, (New York) Henry Pellatt, C.V.O.
D. B. Hanna E. R. Wood
E. Hay

HEAD OFFICE - TORONTO

**THE PROVIDENT
ASSURANCE COMPANY**

All lines of
*Accidents, Sickness,
Liability, Guarantee and
Automobile Insurance*

Head Office
189 St. James St. - - Montreal
REPRESENTATIVES WANTED FOR ONTARIO AND MARITIME PROVINCES

A BRITISH COMPANY

Union Insurance Society of Canton, Limited
ESTABLISHED 1835

Head Office: HONGKONG Assets over \$18,000,000

TOTAL ASSETS—Union and Allied Companies, \$30,000,000

FIRE, MARINE AND AUTOMOBILE

Head Office for Canada, 36 Toronto Street, TORONTO

General Agent Montreal, JOSEPH ROWAT Manager for Canada, C. R. DRAYTON

Palatine Insurance Company

LIMITED

REVENUE ACCOUNT, 1917

To	
Amount of Fire Insurance Fund at the beginning of the year:—	
Reserve for unexpired risks	\$1,026,450
Additional Reserve	1,644,420
	<u>\$2,670,870</u>
Premiums, after deduction of re-insurances	2,896,395

By	
Claims under Policies paid and outstanding, after deduction of re-insurances	\$1,531,145
Commission and Brokerage	574,425
State Charges—Foreign	85,400
Contributions to Fire Brigades	7,310
Expenses of Management	343,825
Bad Debts	1,105
Amount to Profit and Loss	55,000
Amount of Fire Insurance Fund at the end of the year:—	
Reserve for unexpired risks, being 40 per cent. of premium income for the year	\$1,158,560
Additional Reserve	1,810,495
	<u>2,969,055</u>

\$5,567,265

\$5,567,265

BALANCE SHEET, 31st DECEMBER, 1917

LIABILITIES	
SHAREHOLDERS' CAPITAL—	
Preference—100 Shares of \$50 each, fully paid	\$ 5,000
Ordinary—9,900 Shares of \$50 each, fully paid	995,000
Fire Insurance Fund	2,969,055
Investment Reserve and Contingency Fund	350,000
Re-insurance Fund	213,020
Claims admitted or intimated but not paid, less amounts recoverable under re-insurances	474,900
Amounts due to Agents and others	\$104,070
Amounts due to other Companies for re-insurances and losses	220,170
Bills Payable	2,135
	<u>326,375</u>
Profit and Loss Account	143,635

\$5,476,985

ASSETS.	
INVESTMENTS—	
British Government Securities	\$ 251,485
Colonial Government Securities	186,170
Colonial Municipal Securities	69,855
Foreign Government Securities	320,245
Foreign Municipal Securities	546,210
Railway and other Debentures and Debenture Stocks—Home and Foreign	1,625,100
Railway and other Preference and Guaranteed Stocks	91,450
Ordinary Stocks	1,925
Branch and Agency Balances	774,640
Bills Receivable	4,000
Outstanding Interest	3,520
Due by Commercial Union Ass. Co., Ltd.	154,970
Amounts due by other Companies for re-insurances and Losses	204,775
Cash in hand and on Current Account	1,242,635

\$5,476,985

\$5 taken as equivalent of £1 Sterling.

Canadian Branch Office: Commercial Union Building, Montreal.

JAMES MCGREGOR,
MANAGER.

W. S. JOPLING,
ASST. MANAGER

CANADA PERMANENT MORTGAGE CORPORATION

ESTABLISHED 1855.

TORONTO STREET, TORONTO

President—W. G. Gooderham. *First Vice-President*—
W. D. Matthews. *Second Vice-President*—R. S. Hudson.
Joint General Managers—R. S. Hudson, John Massey.
Assistant General Manager—George H. Smith.

PAID-UP CAPITAL - - - - -	\$6,000,000.00
RESERVE FUND (Earned) - - - - -	5,250,000.00
UNAPPROPRIATED PROFITS - - - - -	197,977.41
CAPITAL AND SURPLUS - - - - -	\$11,447,977.41

DEPOSITS RECEIVED in sums of One Dollar and upwards, and interest allowed compounded half-yearly.

A TRUSTEE INVESTMENT.—The Bonds issued by this Corporation are a high-class security in which Executors and Trustees are authorized by law to invest Trust Funds. Enquire about them.

Seventy-Five Years Ago

On the first of February, 1843, The Mutual Life of New York issued the first mathematical reserve policy ever written by an American company.

Having completed its 75th fiscal year on the 31st December, 1917, the Company enters upon the new year with a justifiable pride in its impregnable strength, its unsurpassed policy contracts, its generous dividends, and its great body of well-satisfied policyholders.

* * * *

**THE OLDEST COMPANY IN AMERICA IS
THE COMPANY FOR YOU.**

* * * *

For terms to producing agents address

THE MUTUAL LIFE INSURANCE COMPANY OF NEW YORK

34 Nassau Street . . . New York City

ATLAS ASSURANCE COMPANY LIMITED

Founded in the Reign of George III

Subscribed Capital - - - - -	\$ 11,000,000
Capital Paid Up - - - - -	1,320,000
Additional Funds - - - - -	22,141,355

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



Assets:
\$22,022,227.19
Surplus:
\$7,426,114.26

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

THE London Assurance CORPORATION OF ENGLAND.

INCORPORATED BY ROYAL CHARTER A. D. 1720

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

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

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 Reserve Funds - - - - -	5,539,000.00
Available Balance from Profit and Loss account - - - - -	111,521.46
Net Premiums in 1916 - - - - -	5,630,376.43
Total Losses paid to 31 Dec., 1916	100,942,000.00

Canadian Branch:

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

The Life Agent's Manual
Published by The Chronicle, Montreal

TEARING DOWN BUILDINGS TO STOP FIRE, LIABILITY OF COMPANIES.

By M. L. HAYWARD, B. C. L.

Article 4426 of the Revised Statutes of Quebec empowers town corporations:—

"To authorize certain persons to cause to be blown up, pulled down or demolished such buildings as may appear necessary in order to arrest the progress of any fire, saving all damages and indemnity payable by the corporation to the proprietors of such buildings, to an amount agreed upon between the parties, or, on contestation, to an amount settled by arbitrators.

"In the absence of any by-law under this article, the mayor may, during the course of any fire, exercise this power by giving a special authorization."

In the town of Chicoutimi no by-law was passed under the above provision, and, a fire breaking out in the town, the Mayor ordered a certain house to be blown up with dynamite in order to check the progress of the fire.

In blowing up the house in question an adjoining house owned by one Claveau was destroyed as well, and the Claveau house was insured with the Guardian Assurance Company for \$4,700.

The town afterwards settled with Claveau and paid him \$5,500 in full settlement for the destruction of the house, and Claveau then assigned to the town all his rights against the Guardian Company under his insurance policy. The town then sued the Guardian Company on the policy and the Supreme Court of Canada decided that the company was bound to pay.

"Claveau would have a right," said the Chief Justice, "to collect these insurance moneys from the company and to recover from the town any further sum necessary to indemnify him for the destruction of his property. The town having paid the whole damage sustained by him, is, I think, entitled to proceed against the company for the value of the policy of insurance."

TAX-EXEMPT BONDS.

The minister of finance has issued a statement giving his reasons for continuing the tax-exempt feature in connection with the forthcoming issue of Victory bonds:

"I feel," says the Minister of Finance, "that no risk should be run by making its terms less favorable than those of our last issue. The difference between a moderate success and the notable success such as I feel Canada will accomplish would be a most serious difference to our agricultural, trade and industrial prosperity, upon which depends the financial support of our war effort. I do not believe this is a good time to make any change in our war loan policy.

"Making the forthcoming Victory Loan taxable would, having regard to the foregoing, be in my view an experiment at a time when supreme success is vital to the support of our military effort now at its very height, and to the general prosperity of Canada as well. There will be room for experiments at a less crucial time. Personally I look forward to the period of our refunding operations after the war, with the hope and expectation that if our Dominion securities are given

the special privilege of tax exemption we shall, with the cheaper money conditions, be able to greatly reduce our annual interest charges. This would mean much to our budgets in the period succeeding the war. I do not for a moment believe that enterprising citizens in a country with such possibilities as ours will be deterred from engaging in business or industrial activities because they can invest in tax-free Dominion securities yielding a comparatively low rate of interest. The experience of the United States abundantly proves the contrary.

"There does not appear to me to be any weight in the contention that other securities should be put upon a parity with those of the Dominion. The burden of financing the war and finding capital for the purchase of our products rests upon the Dominion Government and its securities should have priority of market and any special additional advantage which can be given to them. High interest rates for other borrowers will tend to keep down expenditures in many undertakings which can well wait until the end of the war."

NATIONALE FIRE INSURANCE CO. OF PARIS

The head office for Canada of the Nationale of Paris at Montreal, has been moved into its new offices, situated 142 Notre Dame street. These offices were for many years occupied by the Union Bank and latterly by the Montreal Trust Company. The offices have been newly decorated and fitted up in the most up-to-date style to accommodate the staffs of the Nationale of Paris and the Fire Insurance Company of Canada. The latter company has been recently organized and will shortly commence business. Both companies are under the management of Mr. J. E. Clement.

FIRE LOSSES IN SASKATCHEWAN.

During the six months ending June 30th fire losses in Saskatchewan totalled \$1,252,343 and 23 persons were killed and 10 others severely injured by fire. Provincial Fire Commissioner A. E. Ficher, in his report, places the property loss at 50 per cent. greater than during the corresponding period of 1917, when property to the value of \$801,000 was destroyed. The loss during the first six months of this year is stated to be equal to a per capita loss of \$2, as compared with a loss of \$2.73 per head of population for the entire Dominion during the whole of last year.

TRAFFIC RETURNS.

Canadian Pacific Railway.				
Year to date	1916	1917	1918	Decrease
July 31 ...	\$73,047,000	\$82,500,000	\$82,133,000	\$367,000
Week ending	1916	1917	1918	Increase
Aug. 7.	2,985,000	2,559,000	2,882,000	323,000
14	2,943,000	2,746,000	2,759,000	13,000
Grand Trunk Railway.				
Year to date	1916	1917	1918	Increase
July 31 ...	\$32,589,209	\$36,503,344	\$39,612,196	\$3,108,852
Week ending	1916	1917	1918	Increase
Aug. 7.	1,256,376	984,921	1,236,343	251,422
14	1,236,989	993,965	1,285,264	291,296
Canadian Northern Railway.				
Year to date	1916	1917	1918	Increase
July 31 ...	\$19,907,600	\$23,466,100	\$24,331,200	\$865,100
Week ending	1916	1917	1918	Increase
Aug. 7.	841,500	775,500	859,800	84,300
14	841,500	746,800	819,100	72,300



Security - - \$36,000,000

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

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



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, \$970,499 TOTAL FUNDS, \$1,199,903

TOTAL LOSSES PAID \$2,224,512

Applications for Agencies Invited

HEAD OFFICE - - - - MONTREAL

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

Ætna Insurance Company

Established in Canada 1821

Ætna Fire Underwriters Agency

Of Ætna Insurance Co., Hartford, Conn.

Applications for Agencies Invited

J. B. HUGHES, Special Agent, WATERLOO, Ont.
J. E. STEWART, Special Agent, 36 Toronto Street,
TORONTO, Ont.
K. LONG, Special Agent, 21 Canada Life Bldg., CALGARY, Alta.

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 1806

Assets Exceed - \$48,500,000.00

Over \$12,500,000 invested in Canada.
FIRE and ACCIDENT RISKS accepted.
Canadian Head Office: 57 Beaver Hall Hill,
MONTREAL.

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

INSURANCE SALESMEN, ATTENTION!

We have one or two choice vacancies in Western Ontario awaiting District Managers, for men of character and ability. If you are a productive worker, and would like to improve your position, write, stating experience, etc., to

H. A. KENTY, Superintendent of Agencies,

THE CONTINENTAL LIFE INSURANCE CO.

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

MORAL HAZARD.

Involved in the general question of integrity is the one as to the sound financial condition of the concern to be insured. If a manufacturing plant is running at a loss, or if it is so badly situated as to be handicapped, perhaps in the way of transportation or by difficulty in securing labor, as compared with its competitors, there exists a moral hazard which should be recognized by the underwriters. Perhaps such a plant is manufacturing goods under old patents which may shortly be open to general use, or it may be making something which renders it a public nuisance, and therefore subject to possible legislative or court action due to adverse public sentiment. In such cases, if the owner is not scrupulous, he may find some way of converting a plant which may soon become useless or an expense, instead of a source of income, into cash at the expense of the underwriters.

CANADIAN FIRE RECORD.

(Compiled by The Chronicle).

Fire at Montreal.—On the 15th instant a fire occurred on the premises of the Metal Shingle & Siding Co., Limited, corner of Delorimier and St. Catherine streets, Montreal. Much valuable machinery was destroyed or rendered useless, and the loss will be serious. Insured in Lloyds London, England, \$100,000.

Fire near Prescott, Ont.—On the 15th a fire destroyed the large barns on the McCarthy farm near Prescott, together with about 200 tons of hay and other contents.

Fire at London, Ont.—On the 15th instant a disastrous fire broke out on the premises of Penmans, Limited. Insurance on stock and machinery, Pheonix of London, \$94,000. The building is owned by Mrs. L. K. Reid, insurance as follows: Caledonian, \$2,000; Scottish Union, \$5,000; Fidelity Phenix, \$5,000; Yorkshire, \$5,000; Aetna, \$7,000; Fidelity Underwriters, \$5,000; Pheonix of London, \$3,000. Total, \$32,000.

Fire at Ottawa.—On the 15th instant a fire broke out in the G. T. R. freight-sheds, Ottawa, completely destroying them, together with 28 cars. 20 of which were loaded. Loss about \$80,000. The company carries a blanket insurance policy covering everything.

Fire at Montreal.—On the 19th instant a fire broke out in the Montreal Abattoirs, Limited, Frontenac street, Montreal. Insurance carried \$334,000, in various companies. Loss about 5 p.c.

Fire at Stouffville, Ont.—On the 18th instant a fire destroyed the premises of the Stouffville Bread Co., Stouffville, Ont. About one car load of flour was destroyed. Loss about \$15,000.

BUSH FIRES NEAR SPRINGFIELD, ONT.

Extensive bush fire were reported as raging near Springfield, Ont., on the 19th instant. Crops, buildings, etc., were said to be in danger.

NEW YORK LIFE PAYMENTS AND PREMIUMS.

In the months of April, May and June of this year the New York Life paid to beneficiaries in death claims, cash values, dividends and annuities, \$22,185,511. Of this amount, \$256,429 was paid on 108 policies whose holders died in military service of the United States or its Allies. A total of \$7,382,022 went to the beneficiaries of 2,752 policyholders who died from one cause or another, and \$14,803,489 went to 28,696 living policyholders.

The principal causes of death were as follows: war, pneumonia, heart disease, consumption, cancers and tumors, Bright's disease, apoplexy, accidents, and diseases of the arteries. The following two tables give the deceaseds' occupations, amounts carried, age at death and the number of years the policies were in force:—

Deceaseds' Occupations:	Lives.	Amount.
Military and naval (war)	108	\$ 256,429
Farmers and their employees	238	527,978
Mfrs. and their employees	531	1,374,998
Merchants and their employees.	997	3,089,128
Official and professional men	348	1,075,790
Capitalists	20	105,696
All other occupations	510	952,603
Total	2,752	*\$7,382,022

*—Included in above were 211 women insured for \$357,654.10. Women are insured at the same rates as men.

Years Policies were in force:	Lives.	Insurance.
Died in 1st year of insurance	120	\$ 271,136
Died in 2nd year of insurance	143	399,319
Died between 3 and 5 years	330	779,504
Died between 5 and 10 years	369	1,135,023
Died between 10 and 20 years	1,293	3,468,670
Died after 20 years	497	1,328,370
Total	2,752	\$7,382,022

Age at death:	Lives.	Insurance.
30 years of age and under	283	\$ 486,878
Between 30 and 40	399	932,968
Between 40 and 50	662	1,677,941
Between 50 and 60	716	2,050,435
Over 60	692	2,233,780
Total	2,752	*\$7,382,022

*—Included in above were 211 women insured for \$357,564.10.

During the same quarter of 1918, more than 42,000 applications for new insurance were received, and 395,000 renewal premiums were paid.

FIREMEN'S INSURANCE COMPANY OF NEWARK, N. J.

Messrs. MacKenzie & Hanson, Lewis Building, Montreal, have been appointed general agents for Province of Quebec of the Firemen's Insurance Company, Newark, N.J. The Firemen's Insurance Co., is a strong American company. Established in 1855.

SOLICITING USE AND OCCUPANCY.

(Continued from last issue, Page 871)

If possible the risk should be rated according to the new rating schedule that has been gotten out by eastern and western authorities and is regarded as the best rating schedule for use and occupancy at this time.

The rate must be adequate for the hazard assumed.

The contract should be drawn according to proper standards and methods.

Agents should not attempt to copy the ambiguous or wide open forms gotten out by many clever brokers and large city agents who desire to get all they can for the assured. There are certain rules that have been adopted in use and occupancy underwriting that are now required by almost all companies. These should be included in the form. These rules were adopted by the Western Union and Western Insurance Bureau. The Eastern Union and other legislative organizations have their rules that must be included in every use and occupancy form.

It would be a good thing for a local agent to get from each of his companies that write use and occupancy a form that each will pass. Let this be at least a form to follow. It probably is impossible to get out a form that will apply to all manufacturing risks for example. Each assured has his peculiar conditions that have to be met. However, the fundamental principle in the form that a company offers can be used in getting up a form for any risk.

The agents should keep in mind all the time that use and occupancy is based on net profits. It is purely a time factor in insurance. The great question is how long it will take to replace the building, machinery, equipment or raw stock. This fact should be kept in mind by the agent and he should not offer a policy where in his own mind he knows that an assured is confronted with an almost impossible proposition in replacing his machinery or stock. When the net profits basis is established an assured can then figure his absolute fixed expenses from which he cannot get away in case of loss. These differ with various concerns but it is safe to say that every management is giving serious consideration to the overhead and is well acquainted with that item.

Fixed Expenses.

Some companies desire use and occupancy fully defined and also wish the fixed expenses named so that the assured will know exactly what is covered in the policy. Probably a management studies its expenses as much as any other feature in its operations and therefore knows very well what expenses it can lop off in case of a loss. Most companies do not enumerate the various items that go to make up fixed expenses. Among the expenses that would probably have to be continued during the period of business interruption would be salaries outside of wage earners. This would include salesmen especially where a large and important sales organization was established; interest on idle investment which would mean the amount invested in real estate on

which the property is located; bonded indebtedness; advertising contracts, light, heat, taxes, royalties, watchmen's service and so on. In case of a manufacturing enterprise, undoubtedly an assured would have to retain superintendents, foremen and many of the skilled workmen in order to resume operations promptly. It would all depend on the length of time of interruption.

Where Seasons Have Bearing.

There are some classes of business that are seasonal, that is, they have a period of the year when their profits are very large and then the rest of the year the machinery is idle. Canning factories are in this class, especially in the northern states. In case of such concerns, a form would have to be drawn reciting the daily indemnity for each month. It has been found on some occasions that an assured will cancel his policy at the close of the busy season expecting to get back a considerable part of his premium. For instance, if canning concerns have six months of heavy profits and six months of idleness the assured might cancel his policy on a short rate basis and get the advantage of six months when he is not making any profit. However, companies are now beginning to cancel not according to the time of the entire policy but according to the liability that has been consumed. If during the six months, nine-tenths of the daily liability has been eaten up, it would be cancelled on that basis.

Raw Stock.

Some of the conservative underwriters are doubtful these days as to how far they should go in covering raw stock. While here and there a company may include finished stock under a use and occupancy cover, yet this is rare. They might cover a finished stock warehouse but not the stock itself. If an assured desires to cover his finished stock he can take out profits insurance and have a specific policy cover it. There are some underwriters who claim, however, in taking most raw stock they are running a great risk because of the uncertainty as to when it could be replaced. Others, however, think that companies run no more risk on raw stock than they do on machinery and equipment. I think that the general tendency of the times will be to cover raw stock only to the extent that would require to use the amount on hand. If, for example, when a fire comes, the assured has a four months supply of raw stock on hand and he has a total loss, the companies will pay him four months liability. It seems to me that this is a fair and logical arrangement. In many cases an assured might not be able to get raw stock replaced for many months. He could not go in the open market and get it and neither can the companies. If he has his four months supply on hand and that is all he can possibly get for a year or so, he should not be paid for more than that. The companies are responsible for the four months time.

Excess Use and Occupancy.

In some cases there is quite a demand to-day for excess use and occupancy. By that I mean

(Continued on Page 895)



The Northern Assurance Co. Limited

Of England

ACCUMULATED FUNDS, 1917 - \$48,384,320.00

Including Paid up Capital \$1,460,000.00

Head Office for Canada: Lewis Building, 17 St. John Street, Montreal
G. E. MOBERLY, Manager

Railway Passengers Assurance Company

of London, England

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

Head Office for Canada and Newfoundland - - - - - TORONTO

F. H. RUSSELL, General Manager

Montreal Branch: 702 Lewis Building, 17 St. John Street

THE ST. PAUL FIRE AND MARINE INSURANCE COMPANY

INCORPORATED 1865

ASSETS OVER \$13,000,000

REPRESENTED IN TORONTO BY

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General Agents

36 Toronto Street

Excelsior Life Building

BRITISH TRADERS' INSURANCE COMPANY, LIMITED

ESTABLISHED 1845

Head Office: HONG KONG

Head Office for Canada: TORONTO

FIRE & MARINE INSURANCE

LOSSES PAID SINCE ORGANIZATION OVER \$50,000,000

C. R. G. JOHNSON, POIRIER & JENNINGS, Inc., General Agents,
MONTREAL

Manager for Canada, C. R. DRAYTON

The Canada National Fire Insurance Company

HEAD OFFICE: WINNIPEG, MAN.

Total Assets - - - - \$2,387,634.14

A Canadian Company investing its Funds in Canada

APPLICATIONS FOR AGENCIES INVITED

THE STRATHCONA FIRE INSURANCE COMPANY

HEAD OFFICE, 90 St. James Street, MONTREAL

CAPITAL Subscribed - - - - \$300,000
By over 500 Notaries of the Province of Quebec

TOTAL ASSETS, December 31st, 1917 - \$372,644

President and General Manager, - - A. A. MONDOU

SOLICITING USE AND OCCUPANCY.

(Continued From Page 893)

the extension of use and occupancy policies beyond the term of a year. Some assured are in doubt as to whether they could get their machinery or equipment or building materials within a year's time. They will take out extra insurance or rather extend the policy three months, six months or such a matter, paying the pro rata premium required to meet the extra obligation. The underwriter wants to know whether the rate is commensurate with the hazard. Underwriters who have a broad vision are willing to meet the demands of the assured provided the rate is adequate. The assured on meeting with a loss is solicitous as to his trade or customers. The first thought that pops into his mind is the effect on his trade. That is the paramount consideration. His use and occupancy insurance therefore comes in good play. It helps him to tide it over this period of uncertainty. He can go ahead and with extra expense and endeavour to restore his property so that he can start producing. He uses every possible means to get into the running. He sees the value of use and occupancy insurance at this time. It saves the day for him, relieves his mind of much anxiety and is of vast assistance. He is covered until his concern is back to its normal condition. The contract is based on net profits and when the condition of net profits is restored then the liability of the companies ceases. This form of insurance is destined to be permanent and, as soon as the provisions are more standardized, agents will be saved much time and difficulty.—Rough Notes.

FIREMEN SHOULD INSPECT.

If firemen spent less time playing checkers, scrubbing floors, polishing brass and knitting sweaters, as we see some of them are now doing to relieve the monotony, and each one put in a few hours a day inspecting property in his district, we might get along with less firemen and enjoy a reduced loss ratio to boot.

The idea that a fireman exists for the sole purpose of putting out fires belong to a past age. Let's scrap it.—Rough Notes.

INDIVIDUAL LIABILITY FOR FIRES.

The principle of individual liability for preventable fire is so obviously reasonable and just that, in attempting to explain its very limited adoption, we are almost constrained to take refuge in the cynical thought that its rationality and justice are among the practical handicaps. The true significance of preventable fire becomes apparent when we compare it with the work of the incendiary. The loss of foodstuffs and other resources destroyed through carelessness is no less because the fire was not deliberately set. It is just as serious a matter to be burned alive by the act of a careless neighbor as it is to die by the hand of an enemy. If we compare the amounts of damage caused by carelessness or neglect and by incendiarism, respectively, the comparison is, happily for the reputation of

human nature, all in favor of incendiarism. In short, neglect works havoc similar in kind and immeasurably greater in extent than that achieved by deliberate ill-will. The difference is reduced solely to one of motive.

EQUITABLE LIFE MAY ENTER ACCIDENT FIELD.

The announcement of E. E. Rittenhouse, of the Equitable Life Assurance Society that the company will shortly enter the accident and health underwriting field aroused some interest in casualty circles. The entry of the Equitable Life into the accident and health insurance field has more or less definitely been rumoured for some years past and the announcement now made is not altogether unexpected.

"How did I come by me black eye? You see, O'Grady has notice of a big assessment from a mutual fire insurance company, an 'twas me that recommended the company."

WANTED

British Office is open to engage competent and experienced Fire Inspector, chiefly for Ontario. Applications will be treated confidentially. Address,

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Montreal

WANTED

Gentleman with ten years' Agency experience, desires position with Head Office or as Inspector. Western Canada preferred.

Address AGENCY, 1100 Davie St.,
Vancouver, B.C.

WANTED

By a Fire Insurance Inspector of ten years' experience, position as such, for Quebec or Ontario, with a good Company. Age 44, both languages equally well, and able to adjust losses also. Address

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P. O. Box 2655,
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WANTED

Plan Clerk by a British Fire office. A young man having some knowledge of plan work. Address

PLANS,
c/o The Chronicle,
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THE EMPLOYERS'

Liability Assurance Corporation, Limited
of LONDON, England

Transacts

AUTOMOBILE INSURANCE
covering ACCIDENT, PROPERTY, DAMAGE, COLLISION, FIRE, THEFT
and TRANSPORTATION
PERSONAL ACCIDENT, HEALTH, LIABILITY, PASSENGER and FREIGHT
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Offices: { Temple Building : TORONTO, ONT.
Lewis Building : MONTREAL, QUE.

CHARLES W. I. WOODLAND,
General Manager for Canada and Newfoundland.
JOHN JENKINS, Fire Manager.

APPLICATIONS FOR AGENCIES INVITED

Canadian
Government
Deposit

\$1,342,455.00

Stands First

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



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

The "OCEAN" can meet these requirements under one contract
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ARTHUR JAMES,
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Inspector, Automobile Department.

Canadian Head Office: Ocean Insurance Building, TORONTO

The Dominion of Canada Guarantee & Accident Ins. Co.

The Oldest and
Strongest Canadian
Casualty Company

ACCIDENT
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SICKNESS PLATE GLASS
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EQUITABLE

Q Mutual in Principal and Practice **Q**
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B *These are some of the advantages enjoyed by representatives of* **B**

THE EQUITABLE LIFE ASSURANCE SOCIETY
 OF THE UNITED STATES

L For agency openings address: **L**
 W. E. Taylor, Second Vice-President

EQUITABLE

According to Hoover's "Food Conservation Notes," the humble hen is filling shells and turning them out to beat the high-gearred munition plants. He says:

"The storage houses now have about 6,000,000 cases of eggs, which means that the high point of last year has been almost reached at this early date."

This grateful barnyard habitant is showing her appreciation of the anti-hen-killing rule of the food department.

It is printed that Andrew Carnegie, when asked which he considered the most important factor in business — capital, labor or brains, replied by asking: "Which is the most important leg of a three-legged stool?"

Pretty cottage, faulty flue; cottage burned, owner too. Both insured, full and fair; faithful agents living there.

The WATERLOO Mutual Fire Insurance Co.

ESTABLISHED IN 1863

Head Office - Waterloo, Ont.

TOTAL ASSETS 31st DEC., 1916, \$916,121.76
 Policies in Force in Western Ontario Over 30,000

GEO. DIEBEL, President
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Assets over \$61,000,000 Premium Income over \$14,000,000

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THE YORKSHIRE INSURANCE COMPANY, LIMITED

ESTAB. 1824

YORK, ENGLAND ASSETS EXCEED \$23,000,000

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APPLICATIONS FOR AGENCIES are invited from responsible persons.

Vacation Time Suggests

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Our Burglary policy provides a four months' vacancy permit without extra premium. Specimen policy and rate sheet cheerfully furnished upon request. Liberal commission to authorized Agents and Brokers.

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Is the final argument in closing business, and the agent representing the Company, which can show such absolutely gilt-edge security as the investments of

THE NATIONAL LIFE ASSURANCE COMPANY OF CANADA

has an advantage, which is of inestimable value. The complete list of securities owned by the Company is published in conjunction with the 19th Annual Report. A copy of this report, together with our latest agency folder, "Results that Satisfy," will be mailed upon request.

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

Joseph Rowat, 17 St. John Street, Montreal
GENERAL AGENT, PROVINCE OF QUEBEC

THE LONDON MUTUAL FIRE INSURANCE COMPANY

ESTABLISHED 1859

Assets - - - - - \$753,417.06
Surplus to Policyholders - - - - - 411,808.66



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R. HOME SMITH, Toronto - - - - - Vice-President
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A. C. McMASTER, K.C. - - - - -
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