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R. WILSON SMITH, Editor and Proprietor.

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It is the common practice to account for the unfavorable experience of fire insurance business of late years on the ground of an abnormal rate of fire loss. How untenable such an explanation is will appear when it is asked: what constitutes a normal rate of fire hazard? It is evident that there is no such thing in the usual sense of the word. Risks are governed entirely by the conditions; any alteration in the former can only be produced by a corresponding change in the latter. In other words, the hazard is a mathematical quantity as in the case of all other contingencies. There can therefore be no question of a departure from the normal. The factors which determine the risk may and do vary with the conditions under which civilized life is carried on and the particular environments surrounding each individual case. The first essential to successful underwriting, therefore, is accurate assessment, without which the business is experimental. Given that, it then becomes simply a question of charging adequate premiums to cover the risk and provide for expenses. The results show that the companies generally did not succeed in doing this, and therein lies the so-called abnormality of their experience. Abnormal rates, the result of abnormal competition, is the true explanation of the unsatisfactory condition of the business of recent years.

British Fire
Companies in U.S.

THE scare which has seized upon our neighbors across the border, consequent upon the withdrawal of the Guardian of London and the rumored withdrawal of other British companies, is perhaps not an unnatural one under the circumstances. The results of fire underwriting in the States have been far from encouraging for many years, both as regards losses and expenses, and the general attention being given to the

matter by the home managers certainly lends color to the suspicions now being freely ventilated. So far the rumors have proved to be unfounded, and a slight consideration of the situation will show that there is no cause to fear any general exodus of the companies. They are not likely to abandon such a large portion of their total business after having expended so much money, time and labor in acquiring it, merely because of a temporary adverse experience. We use the word "temporary" advisedly, for, as we have repeatedly pointed out, an abnormal condition of affairs cannot remain permanent in any business, and the companies have the remedy in their own hands. The science of fire underwriting consists mainly in charging adequate premiums for the risks accepted. This is the lesson taught by the record of fire insurance business in the United States of late, and there is good evidence that it has been taken to heart with good effect already.

Net Premium
Valuations.

In the address by Mr. Charles T. Lewis, of the home office of the Mutual Life of New York, delivered

at the last meeting of the National Association of Life Underwriters held at Chicago, is the best that can be said by the opponents of net premium valuations, that system can scarcely be said to be in any danger of being superseded. His sweeping condemnation seems to be based to some extent upon a misconception of the true bearings of the question. The ridicule directed against the adoption of a standard table of mortality loses force by the quotation of the experience of companies as an argument against the practice. We presume Mr. Lewis would not advocate throwing away all charts and compasses because those in use are not thoroughly exact. It does not follow that a low rate of mortality necessarily means low reserves. The statement that net premium valuations have "no standing amongst the actuaries of Great Britain" is hardly supported by the facts, as a perusal of the valuation reports of British companies will show. Because offices for purposes of safety and profits charge rates which are believed to be higher than are necessary, Mr. Lewis evidently thinks they would be justified in discounting the margin for immediate advantage. We hardly think that policyholders will agree with him in regarding surplus as a security for the fulfillment of policy

contracts; our view is that it becomes a liability after allotment. Mr. Lewis' treatment was, naturally enough under the circumstances, more of the nature of general statements than a critical elucidation of the subject; but such an established doctrine as that of net premium valuations is not to be successfully attacked in that manner. For ourselves we hold that no life company should distribute profits until they are earned, and that the sources of future surplus should be allowed to remain intact. There is no justification for charging rates that are too high and at the same time taking credit for anticipated profit for present distribution. In any case, the present is not an opportune time for reducing reserves in view of a falling rate of interest and an increasing rate of expense.

EXPANSION OF GOVERNMENT CURRENCY.

The proposal to increase the issue of Dominion notes from 20 millions, the legal limit, to 25 millions is a step in the wrong direction, or the right, very much according to the use to which the extra five millions will be put by the government. The enlarged issue will be, practically, a government loan without interest. If that is the object of the extended issues, a frank, full and detailed statement should be made as to the precise purposes of such borrowing, as we must regard any such large expenditure as five millions made on the strength of money so raised as needing to be very closely watched. The plea put forth for this change seems an insufficient one. It is affirmed that the country is needing a larger supply of Dominion notes of the smaller denominations, 1's, 2's and 4's. No outcry for such accommodation has been made by merchants or manufacturers; it would be strange indeed, when the bank issues are at a lower figure than for many years past, for a demand to have arisen for the increase of Dominion issues which it needs five millions of small notes to supply. Were that so, the demand could be met by issues under the Act, which provides that "any amount of such notes which the public convenience requires may be issued and remain outstanding, provided the excess of such amount over that authorized is represented by an equal amount of gold held by the Minister of Finance and Receiver General." But, while that would meet the alleged need for small notes, it would not provide any larger funds for the Government to disburse. The conclusion seems inevitably to follow, that as this section of the Act is to be ignored the object of the new issues is to raise more money. Out of the whole present issue there were only \$6,807,697 in circulation, at end of June consisting of notes for \$4 and under, of which \$6,201,257 was of notes for \$1 and \$2. It is incredible, therefore, that the country is demanding an increase of this class of currency by 73 per cent. when all other currency is so lifeless and so remarkably restricted. Were there a scarcity of small notes it would be easy to exchange, say, one million dollars of the \$500's and \$1,000's. for ones, twos and fours, without disturbing the present currency arrangements. Indeed, as the Government at this time holds \$2,500,000 more specie than the Act demands for

the present issues of 20 millions, that amount of new issues could be made under the Section of the Act quoted above. As the present Act which regulates our currency was only passed after a severe fight with the Canadian banks, it seems to us unfair to them to change our currency laws so seriously at the fag end of a Parliamentary session, when several leading bankers are out of the country and others are absent on their vacation, so that any concerted action in the interests of the banks is impossible. We regard it also as highly injudicious to lower the total reserve of gold held in proportion to the gross note issues of the country, which will be done if the proposed extension of them by 5 millions is carried out. At present these issues, in round numbers, are \$50,000,000, the total stock of gold held is \$15,000,000, or 30 per cent.; but, if 5 millions are added, the proportion of gold held will be only 27 per cent, which is a step in the wrong direction, especially in view of the fact that only a year ago, gold had to be sent for from England to meet banking exigencies, as the Government stock was unable to meet the requirement.

INSURANCE AND COMPETITION.

We are all familiar with the old adage that "competition is the life of trade." As expressing a broad truth with reference to ordinary commercial enterprises, the saying quoted is substantially correct, for the simple reason that competition furnishes a spur to the endeavor to excel in superiority of service and in the practice of economy. Two or more parties having the same article to sell to the general public or the same kind of service to offer are necessarily put upon their mettle to furnish the best commodity or service at the lowest price practicable. But competition goes much further than this, and is one of the silent but potent forces which stimulate invention and promote the attainment of better methods of administration, based upon the gathered experiences of the past. Real life means motion, and that too a forward motion, and competition is the steady breeze moving into perpetual and healthy action the waves of our human sea, preventing that stagnation which means eventual death.

The mistake which men are constantly making is in perverting the functions and uses of true competition, or, as in many other things, carrying it to that point of excess where a virtue becomes a vice. Unquestionably in the field of insurance in all its branches, honorable competition has its place, but to be of the healthful, helpful kind it must be a competition for the attainment on the part of the companies of the greatest degree of excellence, and on the part of the agents of the highest degree of efficiency. The men who succeed in manufacturing and placing on the market the best brand of flour or the best quality of boots and shoes at the lowest price consistent with the ability to permanently produce these commodities, will not only command the best trade, but will influence others to endeavor to reach or excel their own high standard.

Precisely the same thing should be true of insurance of all kinds, and notably so of life assurance. Unfortu-

nately it has become a notorious fact that for some time past true competition, that which aims at superior excellence, has to a great extent degenerated into reckless rivalry among companies, and hostility and defamation of competitors among agents. Not how good, but how big, has been the motto of the former, and the latter have promptly responded by an avalanche of applications procured often by misrepresentation and rebate of legitimately required premiums, while in fire insurance, rate-cutting and sharp practice generally has marred the business.

There are not a few tokens of encouragement, however, that a better state of affairs will prevail and that a return to legitimate methods is near at hand. The influence of associations among the workers in life assurance has already done much to correct existing evils of practice in the field, and many of the executive officers of companies have declared against that kind of competition which demoralizes and imperils the business. The National Association of Life Underwriters, at its recent convention in Chicago, representing more than thirty States and thirty-five associations, reiterated its former strong expressions of disapproval concerning rebate, and officials of companies, like Vice-President Merrill of the Northwestern Mutual Life, and Actuary Phillips of the Equitable, who addressed the convention, took a decided stand against the current evils of excessive expenditure by the companies. One of the strongest addresses made at the banquet following the session of the convention was by Mr. Joseph Ashbrook, home office manager of the Provident Life & Trust of Philadelphia. Among many excellent things said by that gentleman was the following:—

An attempt by the executive officers of a company to monopolize the services of agents by the payment of excessive rates of commission is of all forms of competition the most baneful, as it is the most wanton and inexcusable. Even if it had the sanction of a worthy object, it could not be condemned too severely, for it would result in the squandering of trust funds, dishonor the business, and menace its security and permanence. No company can afford to pay more to obtain the business than any other company. Under normal conditions and as a result of those laws which govern general business and finally bring prices to a level, the commissions paid to agents are likely to be fair, reasonable and commensurate with the ability of the company. Competition beyond this point would, therefore, be limited only by recklessness. The race would not be to the strong but to the unscrupulous.

There are strong, manly words, coming from an official source, and they found an emphatic echo among the three hundred field workers and officials who listened to them. Competition in the line of excellence, and a generous rivalry among companies, to give to their policyholders the largest measure of sound protection at the lowest cost consistent with genuine enterprise and conservative progress, is just the kind of competition that the situation demands. A rivalry which means either more or less than this is "wanton and inexcusable"; and imperils millions of homes and foreshadows swift coming disaster. There is evidence that this fact is becoming better understood among company officials.

THE TRUE RATIO OF TERMINATIONS.

In dealing with the above subject it is the common practice to gauge the rate of life assurance terminations on the basis of the net increase of policies in force. The fallacy of adopting such a method is obvious, for it involves a disturbing factor, viz.: the amount of new business secured. As an illustration of this, let us take the case of two companies each with \$1,000,000 of assurances in force at the beginning of a given year. One of them obtains, say, \$100,000 of new business, and at the close of the year has \$990,000 in force; the other procures \$500,000 of new assurances, and closes with \$1,350,000 on its books. The former shows a decrease of \$10,000 in force, the latter an increase of \$350,000 and yet the rate of termination, as appears further on, was exactly the same in each case. The fact is that the net increment or decrement represents the combined results of new business and terminations, and the former factor must be taken into consideration in laying down a basis for determining the rate of termination. In our opinion, the proper method is that which was adopted for the first time by this Journal in an article on the subject which appeared in our issue of 1st April. We there took as a basis the amount of existing assurances at the beginning of the year plus the new assurances taken during the year, giving the total policies on the books during the year, and found what ratio the terminations bore thereto. For instance, in the case of the first company quoted above there were $(\$1,000,000 + \$100,000 =)$ \$1,100,000 of assurances on the books, out of which \$110,000 became terminated, being at the rate of \$100 per \$1000; and the second company had $(\$1,000,000 + \$500,000 =)$ \$1,500,000 of assurances on its books during the year, of which \$150,000 became terminated, also representing \$100 per \$1000. In the issue already referred to we gave a table showing the rate calculated in this way for each cause of termination in regard to Canadian business, and we now publish elsewhere similar statistics covering the quinquennium 1889-1893, for all companies reporting to the Insurance Department of New York. "Not taken" policies have not been taken into account in the calculations. The figures speak for themselves. It will be seen that the ratio of terminations from all causes has increased from 79.03 in 1889 to 104.56 in 1893, or at the rate of 0.38 per annum. This has not been due to any advance in the terminations from what might be called natural processes, viz.: death, maturity or expiry, for it will be observed that the average during the five years 1884-1894, was actually .35 less than the rate for these causes in 1889, viz., 18.67. The alarming increase in the leakage shown above has arisen entirely from the more controllable causes, viz., surrender, lapse and change. Surrenders have increased from 16.66 to 22.1, the average for the whole period being 18.72; lapses have risen from 40.71 to 57.75, with an average of 52.69, and changes show an increase from 2.99 to 6.49, and an average of 4.34. The question is naturally suggested, where and when is this going to stop? Not as soon as the managers realize the necessity for devoting some of the time and money they now expend in procuring a lot of ephemeral business to the retention of

what they have already on their books. The significant fact revealed by these figures is that the increase in the rate of terminations from these three causes has kept pace with the increase in new assurances taken, and there is not the slightest doubt that the one is the result of the other. These figures show that the business of the companies is becoming less permanent and therefore of less value, and stand out as an emphatic condemnation of the "forcing" methods adopted. These facts, however, tell only half the tale. Side by side with the increasing ratio of terminations we have a corresponding increase in the cost of business. The results of companies of late years convey two clear lessons, which they would do well to heed in time: (1) the utter folly of unhealthy competition for new blood, and (2) the necessity for greater attention to the retention of existing business. It is deplorable to think that so much business is allowed to drop off the books so easily after the enormous high pressure expenditure of money, energy and time incurred in procuring it. Classifying the figures quoted, it will be seen that for every \$1,000 of assurance terminated in natural course by death maturity and expiry there were terminated—

In	By Surrender	By Lapse	By Change	By Surrender, Lapse and Change.
1889.....	\$892	\$2,180	\$160	\$3,232
1890.....	908	2,315	158	3,381
1891.....	915	3,369	216	4,500
1892.....	1,105	3,122	251	4,478
1893.....	1,213	3,168	356	4,737
89-93.....	1,021	2,873	237	4,131

In other words, over quadruple the amount of assurance carried through to the end of the contract was abandoned, the greater part without any practical benefit having been received by the policy holders. To that extent has life assurance failed to fulfill its objects.

LA CAISSE D'ECONOMIE DE NOTRE DAME DE QUEBEC.

The directors of the above institution have just issued their 22nd Annual Report in a very convenient form, which all our banks would do well to copy. The annual meeting was held at Quebec on the 18th ult., Mr. E. W. Methot being in the chair, and Mr. L. C. Marcoux acting as secretary. During the past year 2,152 new accounts were opened, and 737 closed, the deposits at date of report being \$4,427,433, which is \$345,494 over total held a year ago. This result of the year's operations speaks highly of the confidence placed in this institution, and of the excellent management of Mr. Marcoux, the secretary-treasurer. The paid-up capital is \$250,000, upon which dividends were paid of \$25,000. The reserve fund stands at \$100,000, which is supplemented by a balance to credit of profit and loss of \$35,834, being substantially a Rest equal to 54.33 per cent. of the Capital. The loans of La Caisse differ somewhat from those of the banks by being specially secured by good and available collaterals, the larger bulk of the Assets being made up of first class public securities, and a large sum of cash on hand, or at call in banks. The returns of La Caisse are not found in the monthly bank returns, but are published regularly in the Official Gazette. We note amongst the disbursement a sum of \$5,000 to charitable institutions, a feature other public companies should take as an example. We congratulate the secretary-treasurer on having so well earned the thanks which were expressed at the meeting, and wish him and La Caisse long years of equal prosperity.

AMOUNT OF LIFE ASSURANCE TERMINATED DURING THE FIVE YEARS, 1889-93.

Amongst Companies reporting to the New York Insurance Department.

Year.	Ratio to policies on the books per \$1000.	Assurances in force at the beginning of the year.	New Assurances taken.	Total assurances on the books during the year.	By Death.	By Maturity.	By Expiry.	By Surrender.	By Lapse	By Change	Total Terminations.
1889..	Ratio.....	\$ 2,761,577,128	\$ 652,949,993	\$ 3,414,527,121	\$ 39,040,217	\$ 8,303,958	\$ 16,413,832	\$ 56,897,965	\$ 138,996,777	\$ 10,197,061	\$ 269,849,810
					11.43	2.43	4.81	16.66	40.71	2.99	79.03
1890..	Ratio.....	\$ 3,144,653,492	\$ 723,193,701	\$ 3,867,847,193	\$ 44,878,433	\$ 8,720,877	\$ 20,564,140	\$ 67,323,414	\$ 171,674,879	\$ 11,729,799	\$ 324,891,541
					11.60	2.25	5.32	17.41	44.39	3.03	84.00
1891..	Ratio.....	\$ 3,530,461,949	\$ 750,419,332	\$ 4,280,881,281	\$ 47,831,934	\$ 8,606,591	\$ 19,803,218	\$ 69,760,365	\$ 256,821,703	\$ 16,473,086	\$ 419,296,897
					11.17	2.01	4.63	16.30	59.99	3.85	97.95
1892..	Ratio.....	\$ 3,875,875,358	\$ 782,903,037	\$ 4,658,778,395	\$ 56,104,393	\$ 8,062,702	\$ 19,682,292	\$ 92,663,678	\$ 261,764,011	\$ 21,056,922	\$ 459,333,998
					12.04	1.73	4.22	19.89	56.19	4.52	98.60
1893..	Ratio.....	\$ 4,201,619,793	\$ 836,257,708	\$ 5,037,877,501	\$ 58,516,304	\$ 8,763,098	\$ 21,551,400	\$ 111,351,382	\$ 290,939,614	\$ 32,719,153	\$ 526,810,951
					11.62	1.74	4.87	22.10	57.75	6.49	104.56
'89-93..	Ratio.....	\$ 3,745,723,871	\$ 21,259,911,491	\$ 246,371,281	\$ 42,457,226	\$ 101,014,882	\$ 397,996,804	\$ 1,120,196	\$ 92,176,021	\$ 2,000,213,198	
					11.59	2.00	4.75	18.72	52.69	4.34	94.0

STRIKES.

It has been truly remarked that "every virtue carried to excess becomes a vice." Thus economy may be stretched into sordid parsimony, generosity exaggerated into culpable extravagance, while freedom can degenerate into criminal license, and law and order may reach absolute tyranny. No one will deny that a merchant or trader has a perfect right to fix the price at which he will sell his goods, and to decline accepting a lower figure for such; but if that merchant were to endeavor by force to close his neighbor's store, in order to prevent his fellow trader from exercising the same right he claims for himself, he assumes a power for which he has no shadow of authority, and is as guilty of attempting to suppress the liberty of a citizen as the most autocratic despot can be who would punish a man without a trial. Persuasion or argument may be used, but brute force is not legitimate in a civilized community, for the liberty to trade is given not to one or even to a certain number, but to all; otherwise, that freedom would be a delusion and a sham. So in like manner a laborer or a body of laborers are clearly justified in demanding what they please for the price of their work, and, provided they do not break a contract, refusing to work unless they obtain what they consider a fair remuneration. So far, strikes, as they are called, are quite in order, and, carried out peaceably, will establish, whether successful or the reverse, the market price for the labor offered, just as the sales of trade commodities prove the value of those articles at that particular time.

We are aware that there are some who maintain it to be something monstrous to place human labor upon the same level as inanimate merchandise, and to judge both by the arithmetical standard of supply and demand. These warm-hearted but misguided reasoners are horrified at calculating the price of our fellow-creatures as we would of a barrel of flour or a hog's-head of sugar. But, after all, are not wheat and potatoes as much the products of the farmer's labor as dry goods are of the factory hands? Yet if the supply of wheat is greater than the demand, the farmer is obliged to accept a lower price, notwithstanding he may have a wife and family to keep. A man who works with his brain finds that his labor is governed by the same laws of supply and demand, and he who toils with his hands cannot be an exception. Sometimes, for a brief period perhaps, what is termed "a corner" in wheat may have an effect upon the price, but such can only be temporary, for if the supply is less than the demand, prices will as surely rise as they would fall were the reverse the case. Thus if (as we think Richard Cobden once observed) there are two men after one situation, wages will fall; while if there are two vacancies and only one man, wages will rise.

To return from this slight digression to the subject before us, strikes pure and simple are, we repeat, perfectly justifiable, though in a number of cases they may be inexpedient, but they may be left to stand upon their own merits. Every man is free to have his own opinion of what he is worth to his employer, and to act upon that opinion. He and his fellow-workmen

have a right to demand any price they choose for their labor. They can refuse to work below certain wages and for more than a certain number of hours, because they are free men. But they have no right to force their opinion upon others; they have no right to dictate to an employer what class of men he shall employ or how he shall conduct his business. The employer's capital is as much his property as the labor is that of the workmen, and freedom of action no more belongs to one than to the other. So if there are men who are willing to work for less wages than the strikers demand, it is obvious that they are strictly within their rights, and are only exercising the privilege granted to every trader. The law recognizes no distinction, and, while it permits unions both among employers and employed, cannot, if order and liberty are to be preserved, permit itself to be dethroned and trampled under foot.

But "the greater is behind." We have thus far treated of strikes in a general way, and tried to show wherein they are legitimate, and also when they overstep the mark. We will now briefly consider the recent strike among the Pullman and Railway employers across the border. It is difficult to be calm or to use moderate language in dealing with a state of affairs which, for the issues at stake, is, we venture to think, unparalleled in the history of any civilized country. That a body of men pretending to belong to the honest laboring class could so far forget themselves as to commit the acts of incendiarism, riot and bloodshed which have lately occurred in Chicago and other cities in the Union, is at once so astounding and revolting as to make one doubt whether the masses of the people are worthy to be entrusted with self-government. It is as though a wave of barbarism had suddenly loomed up and threatened to overwhelm the land, whose proud boast has been that no despotism can flourish on her soil. The wanton destruction of property would have disgraced a horde of pillaging Cossacks; and had the Statute of Liberty at the entrance of New York harbor not been made of bronze, she must have blushed at the deeds done in her name. Men with freedom on their tongues have acted as tyrannically as the worst despot; bragging of their honesty, they have committed robberies as shameless as those of any bauditti, and while talking of the pity for women and children have wilfully caused suffering, possibly ruin, to hundreds of innocent families. It is as though anarchy had sprung up in the midst of civilization and crying "Havoc, let slip the dogs of war."

We trust the worst is over, and that the events will awaken the people of the United States, as indeed of other countries also, to the fact of there being a despotism of numbers as well as the despotism of one, the former to be as much dreaded and guarded against as the latter. It cannot be supposed that strikes shall be permitted to so far overstep their functions as to paralyze trade and bring about the repetition of such scenes of violence as Chicago has lately witnessed. If the laws are not sufficient at present, they must be made sufficient, for it is their business to protect property, to whomsoever it belongs, and likewise citizens of every class.

In conclusion we may observe that the recent riots are very strong "*prima facie*" evidence that the strikers knew themselves to be in the wrong, for a good cause would have had no need for such weapons. If there was abundance of labor to be had at current rates, the strikers were very short-sighted in their demands, and their subsequent lawlessness will not prepossess people in their favor. Men of every class and calling must sooner or later learn the lesson that the laws of supply and demand govern the whole of commerce, whether that commerce consists of products, manufactures or labor.

THE GUARDIAN FIRE AND LIFE ASSURANCE CO.

One by one the fire insurance companies are reporting that an improvement is taking place in the results of their business so far this year as compared with 1892. It is certain that an abnormal condition of affairs cannot become permanent in any business, and the indications are that the turning point has been reached in fire underwriting. The gloomy, if lurid, record of late years seems to have reached a climax in 1893, and the prospects promise a gradual return to a more healthy state of things. In common with its contemporaries, the Guardian has borne its share of the general experience, but, unlike many, it has come out of "the fiery furnace" without any appreciable effect upon its resources, and is now able to report a considerable improvement for the past year. The adverse losses generally experienced in 1893 proved a crucial test of strength to many companies; but so secure and strong was the position of the Guardian that it was able to bear the strain and at the same time to declare a dividend at the rate of $7\frac{1}{2}$ per cent. upon the paid-up capital, the same as in 1892. The Company transacts only a fire business in Canada, and we therefore confine most of our remarks to that branch. The premiums for the year amounted to \$2,833,860, a somewhat smaller sum than was received in the preceding year, owing to the fact that the income for 1892 included the business taken over from the Citizens Insurance Company of this city. Such a large revenue could only be secured by a company of first class standing, and shows the extent of the Guardian's operations and the patronage it receives at the hands of the public. Including interest and profit on investments, the total receipts in the fire account amounted to the large sum of \$2,971,840. The losses for the year were \$1,888,230, a decrease of \$174,885 in amount and of 1.86 per cent. in ratio to premium revenue. Expenses of management, commission, etc., aggregated \$1,005,025, and it is satisfactory to note that a reduction is shown in this item. After adding \$7,500 to the premium reserve for unexpired risks, bringing it up to \$1,548,000, and transferring \$30,000 from the general fire reserve fund, leaving it at \$1,795,000, a balance of \$99,265 was credited to profit and loss account, which then stood at \$391,130. Out of this an interim dividend of $2\frac{1}{2}$ per cent., or \$125,000, was paid in January last, and after allowing for the remaining 5 per cent., or \$250,000, there was a small balance of \$5,880 carried forward.

The Guardian's life business is an important, prosperous and progressive branch of the Company. 665 new policies were issued last year, assuring \$2,397,560, the net amount, after deducting re-assurances, being \$1,988,060, or \$43,615 more than in 1892. The premium income was \$1,049,185, and the total revenue from all sources \$1,572,095. The net claims were \$146,135 less than in the previous year, and amounted to \$904,590; after paying \$134,755 to policyholders in other ways, and \$129,920 in expenses, a balance of \$402,835 was added to the funds, bringing them up to the handsome sum of \$13,382,520, included in which is an investment reserve of \$150,000.

The aggregate assets of the Company amount to the magnificent sum of \$23,306,060, of which \$21,725,520 stands as security for its policy contracts, composed as follows: paid-up capital \$5,000,000, life fund \$13,382,520, and fire fund \$3,343,000, in addition to which there is an uncalled capital amounting to \$5,000,000. No wonder, then, that with such resources at its command the Guardian has been able to pass so easily through the trying times so keenly felt by some of its contemporaries. Under the able and energetic management of Mr. E. P. Heaton, assisted by Mr. G. A. Roberts, assistant manager, the Guardian's business in Canada shows continuous progress and satisfactory results. Last year the net premium receipts of the branch were \$294,310 and the net losses paid \$172,147, or only 58.91 per cent., which is 18.5 per cent. less than the average for all British companies operating here. Omitting the Citizens from the accounts for purposes of comparison, an increase of \$57,653 is shown in the premium income. The amount at risk at the close of the year, \$37,400,004, entitles the branch to a prominent place among the companies doing business in the Dominion. It will be seen that the Company's operations here proved very profitable during the past year, and great credit is due to the management for this happy state of affairs.

THE CASH RESERVES OF A BANK.

The question as to what proportion the cash reserves of a bank ought to be in relation to its circulation and deposits is not one we should regard it advisable to raise a discussion upon. As, however, it has been made the subject of comment in other journals, we have no hesitation in offering some remarks on the topic. We may be allowed first to express regret that the matter was laid before the public in the first instance in a manner well calculated to engender distrust of the stability of our banks, and to discredit the management of them generally. The idea sought to be conveyed was that Canadian bankers, as the saying is, were "sailing too near the wind," or, as we have heard it expressed, were "speading their butter on too large a piece of bread." In plain words, the charge was made that money which ought to be kept in the till, or otherwise immediately available, was being lent out to swell profits, at the risk of the bank finding itself embarrassed by a deficiency of ready cash to meet an emergency. Such a policy would, of course, be highly censurable, but the evidence adduced did not warrant the indictment. It

must be admitted that the writer who made this charge flew at high game. After flinging out, in one paper, a general accusation which included almost all the banks, the next attacked two of our banks, the references to both of them being calculated, to a certain degree, to destroy confidence in those institutions. Happily both those banks are managed by men of the highest reputation for prudence and sagacity, so the shots fired at them fell considerably short of the mark. At the same time, as the public, who are depositors and note holders, are prone to pay respect to the Press, we regard it a duty to counteract any influence such criticisms may have had. In the first place, then, let us say that the practice of such banks as are referred to is based, not upon some theory, but upon experience. The banks live by borrowing money to lend, the loans as a rule are not re-payable under an average of three months; those loans constitute the vast bulk of a bank's assets. Now, the means by which a bank is able to lend such monies, — monies which sustain the commerce of the country, — are mainly the deposits placed with them, aided by their note issues. As to those issues, we may leave them out of the problem, as we are satisfied that, being a first charge on a bank's assets, and otherwise protected, there is no probability of a "run" for their redemption causing any future trouble to a bank in Canada. But a run for re-payment of deposits might do so. The question then is narrowed down to this, how much cash should a bank hold to save itself from becoming embarrassed by a sudden call for re-payment of deposits? Manifestly to hold cash enough to re-pay *all* of them would make the banking business impossible, as money in a till earns nothing, and involves expenses to keep it safe. But a cash reserve must be kept to meet contingencies. Clearly, full provision for such an event as a general demand for deposits is out of the question. The contingencies then must be such as arise in the ordinary course of banking business. What those are can only be judged by each manager, who, from years of observation of the fluctuations in demands for deposits, is able to foresee and to make ample provision for those likely to occur. The demand deposits of a bank are mostly credit balances of current accounts of customers who are not at all likely to make a rush for their withdrawal. The deposits payable after notice held by Canadian banks are protected by cash reserves which English banks would regard as needlessly large, the percentage to them of hard cash in the bank tills averaging 20, and of other resources promptly available in case of sudden need, the percentage is double that figure.

Neither the a from circulation, nor deposits, had the banks any cause for fear, and the fact that, when they are alleged to have been in trouble, and a grave crisis impending, they were actually increasing their cash reserves, is a demonstration of the utter groundlessness of the assertion recently made, to the disparagement of their credit, and to the disparagement also of the reputation of their managers. Such crude, unjustifiable remarks as have been made upon the banks are highly censurable, being calculated to weaken confidence without any reasonable cause.

FIRE LOSSES IN CANADA FOR JUNE, 1894.

DATE	LOCATION.	RISK.	TOTAL LOSS.	INSURANCE LOSS.
June 3	St. John, N.B.	Stores	\$120,000	\$ 100,000
6	St. John, N.B.	Saw Mill	15,000	4,000
6	Sicamous, B.C.	Hotel	20,000	13,000
10	Isle Verte	Dwellings	8,000	Nil.
11	Montreal	Dwelling	2,500	2,500
11	Toronto	Carpet Factory	6,500	6,500
12	Maple Creek	Store	16,000	11,500
14	Millford	Cheese Factory	2,500	4,000
14	Little Current	Saw Mill	30,000	20,000
16	Farnham	Flour Mill	5,000	4,000
16	Montreal	Store	13,000	13,000
18	Montreal	Factory	4,000	4,000
18	Three Rivers	Dwelling	2,700	2,700
6	Orillia	do	1,500	1,000
17	Coaticook	Store	3,500	2,600
14	Muskoka	Saw Mill	3,000	2,000
19	Cheapside	Store	7,500	5,000
20	Montreal	Hay Barn	5,000	5,000
22	Pembroke	Flour Mill	3,000	3,000
14	Somersel	Farm dwelling	2,000	1,800
14	Red Bay	Saw Mill	2,500	1,200
26	Ottawa	do	250,000	143,500
			\$ 526,200	\$ 348,200

SUMMARY FOR FIVE MONTHS.

	1893.		1894.	
	Total Loss.	Insurance Loss.	Total Loss.	Insurance Loss.
For January	\$402,000	\$501,900	\$391,300	\$269,600
" February	722,800	449,100	598,800	276,350
" March	671,030	533,830	352,000	193,000
" April	661,900	501,700	746,400	470,600
" May	310,500	197,400	578,200	373,100
" June	1,060,800	382,500	526,200	348,200
Totals	\$3,829,030	\$2,366,430	\$3,192,900	\$1,930,850

THE NORTHERN ASSURANCE COMPANY.

The fifty-eighth annual report of the above company, a summary statement of which will be found elsewhere in this issue, forms very pleasant reading compared with those of most of its competitors. The year 1893 promises to become historic in the annals of fire underwriting, as being probably the worst ever experienced by companies generally throughout the world, but there is no evidence of this to be found in the Northern's figures; on the contrary, these show that substantial improvement was made in every respect. In the fire department the company has managed to report an increased premium income and reduced loss and expense ratios, and to maintain the high standard of its fire fund, and also the same satisfactory rate of dividends was declared in 1892. Such gratifying results could only have been attained in such an adverse year by sound, conservative management and watchful supervision—features for which the Northern has deservedly earned a good name. The premium revenue of the company has been marked by a steady and continuous expansion, indicative of a healthy growth attained without the forcing methods too common amongst companies nowadays. The premium receipts in 1893 amounted to no less than \$3,581,535, an increase of \$27,725 for the year. Against this the losses were \$2,244,

750, representing a ratio of 62.7 per cent., being a reduction of 4.8 per cent. as compared with 1892, and only 3 per cent. higher than the low average experienced by the company since its establishment. The sound business policy of "retrenchment in bad times" is one which has not been sufficiently observed by fire companies of late years. The Northern, however, has given the matter the importance it deserves, and by judicious economy has succeeded in reducing its expense ratio by over 2 per cent. during the last two years. The amount paid in 1893 was \$1,171,425, or \$28,155 less than in 1891, and represented 32.7 per cent. of the premiums. After paying all losses and expenses as above, there remained a balance of \$165,360, or 4.6 per cent. of the premium income. Of this, \$9,240 was added to the amount set aside to meet the liability under current policies, bringing it up to \$1,193,845, or one-third of the premium receipts, the usual high standard of reserve adopted by the company. A profit of \$156,115 was therefore realized and credited to profit and loss account. This does not include interest earned on the fire fund, which is kept separate from the trading account,—a system of book-keeping deserving of imitation by other companies.

The Northern does not engage in life business in Canada, and therefore we give only a general statement of its results in that department. New assurances were effected for \$1,636,085, yielding a premium income of \$60,010, and single premiums amounting to \$6,925. A feature of the company's life business is the large proportion of endowment assurances secured; last year nearly one-half the total obtained consisted of this class of policy. A large annuity business is transacted by the Northern; in 1893 the substantial sum of \$163,615 was received as purchase money for annuities granted. The total revenue received in the life department from all sources was \$1,798,555, and an addition of \$693,990 was made to the funds, bringing them up to nearly fourteen million dollars. By an arrangement with the fire branch, the expenses of the life business are limited to the very low rate of ten per cent.

After writing off \$133,920 for possible depreciation of mortgages in Australia, the company declared a dividend of forty-five shillings for the year, of which twenty shillings have already been paid. The aggregate assets at the close of 1893 amounted to nearly \$22,400,000, of which paid-up capital represented \$1,500,000, fire reserve fund \$4,500,000, fire re-insurance reserve \$1,193,695, life and annuity fund \$13,831,200, profit and loss \$349,920, other funds \$93,185, in all \$21,468,150. With such splendid resources and an excellent record extending over nearly sixty years, the Northern has deservedly gained the confidence and patronage of the public wherever it operates. Since it entered Canada, twenty-seven years ago, it has done a satisfactory and increasing business in the Dominion. Last year the Canadian Branch, under the able and energetic management of Mr. Robert W. Tyre of this city, received \$172,826 net in premiums, paid \$121,612 in losses, and had \$17,858,332 of insurance on its books. The Company's home general

manager, Mr. James Valentine, paid a visit of inspection to the United States and Canada a short time ago, and it is gratifying to know that the Dominion business met with his approval.

FIRE INSURANCE IN CANADA FOR 25 YEARS.

Below in this issue we present an interesting table, compiled from the Dominion Superintendent's reports, showing the chief results of the business of fire insurance companies in Canada during the twenty-five years, 1869 to 1893 inclusive. Taking the aggregate figures for all companies, Canadian, British and American, we find that during the past quarter of a century the total premiums received amounted to \$105,302,126, the risks written to \$10,945,556,241, and the losses paid to \$73,170,478, or no less than 69.48 per cent. of the premiums. Assuming the expenses of carrying on the business to have been about 30 per cent.—a very low estimate rarely reached—it will be seen that practically the whole of the premium income was absorbed, the insignificant margin of a little over one-half per cent. only remaining after paying losses and expenses. It must of course be borne in mind that these figures include the disastrous experience of the companies in 1877 when they were over-taken by the memorable conflagration at St. John, N.B., and again later with the extensive fire at Quebec. The marked effect of the former is shown in the enormous loss ratio of 134.70 per cent. for Canadian, 296.66 for British, and 274.27 for American companies; but making allowances for these unfortunate events, the record is sufficient to prove that fire underwriting has proved a much more profitable business for the insuring public than for the companies. It will be observed that on the whole Canadian companies fared the worst; their premium receipts were \$28,282,511, risks written \$2,949,859,415, and losses paid \$20,278,261, the last named representing a loss ratio of 71.69 per cent. British companies on the other hand had an unfavorable experience during the past year, their loss ratio, viz., 75.85 per cent., being the highest since the St. John fire. Their total results during the twenty-five years under notice, however, were more favorable than their Canadian competitors; their premium receipts amounted to \$67,406,979, risks taken \$7,029,915,500, and losses paid \$46,459,115, being at the rate of 68.91 per cent. Adding 30 per cent. for expenses, we see that there is a small balance of 1.09 per cent. left after settling their losses and paying their way. The experience of the American companies on the whole period has been the most favorable of all, although even in their case the figures are not such as would be regarded with much satisfaction from the point of view of business returns. Premiums received amounted to \$9,612,637, risks were taken for \$965,751,336, and the losses paid were \$6,433,102, giving an average ratio of 66.92 per cent, or almost the same as during the past two years. Charging the business with 30 per cent. for expenses, there remains a margin of 3.08 per cent. Facts like these speak for themselves, and completely prove that the rates charged are not excessive, as some

ill-informed people would have us believe. On the contrary, if there is one lesson taught by the experience of the companies, it is the absolute necessity for charging higher premiums if they are to make the business at all profitable. We wonder how many of the objectors to adequate rates would have the courage and perseverance to carry on business on the same terms as the companies have done for a quarter of a century. We commend this little chapter in the history of fire underwriting to the attention of the civic wiseacres of Toronto.

FIRE INSURANCE IN CANADA—25 YEARS.

Compiled by INSURANCE AND FINANCE CHRONICLE.

CANADIAN COMPANIES.

Year.	Net Cash Premiums Received.	Amount of Policies taken during each Year.	Amount at Risk at date of Statement.	Losses Paid.	Percent. of Premis.
1869..	\$ 501,362	\$ 41,090,604	\$ 59,340,919	\$ 276,116	55.07
1870..	536,600	54,637,315	59,523,641*	453,414	84.49
1871..	707,418	68,921,494	68,465,914*	414,339	58.57
1872..	796,847	76,499,542	72,203,784*	510,469	64.06
1873..	842,806	71,775,952	91,032,187*	487,049	57.85
1874..	1,453,781	126,588,905	126,705,337*	662,470	45.57
1875..	1,646,654	168,896,111	190,284,543	1,082,206	65.72
1876..	1,881,641	198,509,113	231,834,162	1,599,048	84.98
1877..	1,622,955	168,935,723	217,745,048	2,186,162	134.70
1878..	1,161,896	127,288,165	171,430,720	828,069	71.27
1879..	1,102,822	124,652,727	158,824,631	687,353	62.32
1880..	1,190,029	131,079,789	154,403,173	701,639	58.60
1881..	1,206,470	140,331,153	153,436,408	1,336,758	110.87
1882..	1,033,433	124,123,715	152,564,079	733,843	71.01
1883..	1,091,801	122,302,460	149,930,173	760,430	69.65
1884..	1,140,428	118,747,547	147,968,945	762,737	66.88
1885..	1,107,879	111,162,914	143,759,390	597,189	53.99
1886..	1,107,710	114,543,806	142,685,145	739,364	60.74
1887..	1,121,435	109,206,925	154,165,902	764,321	66.37
1888..	1,131,991	120,158,592	159,070,684	750,448	66.29
1889..	1,173,948	122,905,987	158,883,612	678,752	57.82
1890..	1,240,884	135,145,294	178,691,762	736,095	58.89
1891..	1,278,736	135,943,674	177,785,359	940,734	73.56
1892..	1,052,041	112,566,105	148,557,131	792,219	75.30
1893..	1,141,854	123,785,683	154,614,280	796,43	69.76
Totals	28,282,511	2,949,859,415	20,278,261	71.69

BRITISH COMPANIES.

Year.	\$	\$	\$	\$	
1869..	1,119,011	120,747,515	115,222,003	579,416	51.78
1870..	1,185,398	131,570,928	120,903,017	1,024,362	86.41
1871..	1,299,846	148,147,966	132,731,241	922,400	70.96
1872..	1,499,620	174,611,395	145,700,486	1,136,167	75.76
1873..	1,773,265	172,531,126	147,602,019	967,316	54.55
1874..	1,809,473	177,346,240	155,088,455	1,120,106	61.90
1875..	1,683,715	166,953,268	154,835,931	1,299,612	77.25
1876..	1,597,410	178,725,453	153,885,268	1,168,858	73.16
1877..	1,927,220	206,713,932	184,304,218	5,718,305	296.66
1878..	1,994,940	213,127,414	202,702,743	880,571	44.30
1879..	1,899,154	213,131,295	208,265,359	1,275,540	67.63
1880..	2,048,408	227,537,306	229,745,985	855,423	41.76
1881..	2,353,258	271,044,719	277,721,299	1,669,495	70.93
1882..	2,908,458	321,466,183	339,520,054	1,768,444	60.80
1883..	3,178,850	350,993,028	380,613,572	1,992,671	62.68
1884..	3,472,119	354,458,616	413,441,198	2,290,588	65.97
1885..	3,376,401	337,216,878	421,205,014	1,895,175	56.13
1886..	3,429,012	349,109,117	393,166,340	2,338,164	68.18
1887..	3,693,992	377,690,654	424,314,264	2,335,034	63.29
1888..	3,859,282	376,540,072	434,941,955	2,094,465	54.37
1889..	3,970,632	408,297,656	468,379,580	1,968,537	49.32
1890..	4,072,133	427,931,692	474,884,419	2,229,556	54.53
1891..	4,189,171	411,748,053	497,550,395	2,553,102	60.94
1892..	4,455,474	466,900,791	549,223,123	2,878,149	64.59
1893..	4,610,737	458,203,814	561,840,939	3,497,689	75.85
Totals	67,406,979	7,029,915,500	46,459,115	68.91

AMERICAN COMPANIES.

Year.	\$	\$	\$	\$	
1869..	165,166*	9,702,356*	13,796,890*	172,188	104.25
1870..	194,781	12,893,827*	11,167,928*	147,061	75.05
1871..	314,452	27,367,712*	27,256,629*	212,460	67.56
1872..	332,243	26,526,334*	33,818,670	263,339	79.26
1873..	352,255	26,788,850	40,120,629	227,219	64.53
1874..	259,049	25,243,769	25,050,427	143,583	55.42
1875..	264,395	17,357,605	19,300,555	181,713	61.16
1876..	228,955	23,914,181	18,888,750	99,389	43.41
1877..	213,830	21,013,457	18,293,315	586,452	274.27
1878..	211,594	19,432,178	35,760,238	114,034	53.90
1879..	225,512	22,920,397	40,267,995	182,305	80.84
1880..	241,140	25,434,766	27,414,113	109,516	45.41
1881..	267,388	30,040,366	31,053,261	162,661	60.84
1882..	287,515	32,454,517	34,772,345	162,699	53.05
1883..	354,090	40,284,814	41,720,296	167,127	47.20
1884..	367,581	40,777,215	44,097,646	191,998	52.26
1885..	268,180	37,623,116	46,830,075	186,923	69.70
1886..	395,613	42,099,984	50,921,537	223,860	59.11
1887..	429,075	45,859,509	56,287,171	304,159	70.88
1888..	445,990	44,881,343	56,722,420	228,909	51.32
1889..	443,436	46,518,461	57,275,186	228,922	50.12
1890..	514,054	57,646,959	67,103,440	300,916	58.54
1891..	700,809	75,726,695	84,266,437	411,801	58.76
1892..	1,004,812	107,708,732	121,196,299	699,867	69.65
1893..	1,030,422	105,564,192	120,638,075	715,966	69.48
Totals	9,612,637	965,751,336	6,433,102	66.92

* These returns are imperfect.

TOTALS FROM 1869 TO 1893 INCLUSIVE.

	Premiums Received.	Amount of Insurance taken.	Losses Paid.	
Canadian Co's....	\$ 28,282,511	\$ 2,949,859,415	\$ 20,278,261	71.69
British Co's.....	67,406,979	7,029,915,500	46,459,115	68.91
American Co's....	9,612,637	965,781,336	6,433,102	66.92
Grand total for 25 years.....	105,302,127	10,945,556,241	73,170,478	69.48

THE ROYAL INSURANCE COMPANY.

There are some financial institutions which may be confidently relied upon to pursue the even course of their career practically unaffected by the common adversities which have too often proved a source of embarrassment to their less favored contemporaries. Of these the above Company is a striking instance. Despite a succession of unfavorable years to fire underwriting generally throughout the whole world, in which the Royal has had its share, it has been able to maintain its usual high standard of reserves and dividends, and to regard with equanimity the results of its experience during what has proved to be the most continuously trying times for fire companies. This it has been able to do by reason of its conscious strength of the resources which it has so prudently husbanded during its more prosperous years. What those resources are will be gathered from the facts that its funds aggregate over forty millions of dollars, consisting of paid-up capital \$1,878,510, fire fund \$3,640,000, conflagration fund \$1,000,000, reserve fund \$7,911,970, life fund \$24,605,180, superannuation fund \$209,785, profit and loss \$805,215, in all \$40,050,660. Dealing with the results for the past year presented elsewhere in this issue, it will be seen that the total operations of the fire department resulted in a balance, after paying all losses and expenses, of \$341,680 being carried to profit and loss

account. The net premiums amounted to the large sum of \$10,390,960, or \$225,700 in excess of those for 1893, receipts from interest \$147,510, and from other accounts \$448,610, giving for the total income the handsome sum of \$10,987,080. The fire losses amounted to \$7,221,500, and show the wide area over which the Company has extended the benefit of its protection to the insuring public as well as the universal popularity it enjoys. In the life department very satisfactory progress was shown. New business was effected for \$4,153,405, an amount which, although not quite so large as in the preceding year, is considerably higher than that of most British companies. The new premium income received thereon was \$164,070, or \$12,080 more than in 1892, and the total premium revenue amounted to \$1,925,690. Adding to this the interest receipts, \$881,075, it will be seen that the total income from all sources was \$2,806,765. In the annuity branch the aggregate revenue was \$145,595,—\$94,315 being purchase money and \$51,280 interest on investments. Death and maturity claims amounted to \$1,481,655, and it is satisfactory to note that the mortality experience was even more favorable than in the previous year. After making these and other disbursements to policyholders and paying all expenses, a balance of \$953,300 remained to be added to the life and annuity funds, bringing them up to \$24,605,180. The career of the Company's Dominion branch has been marked by the same progressive and honorable methods as have won for the Royal the world-wide reputation it has uniformly and continuously enjoyed. The recognition of its unexcelled merits and the ability and enterprise with which its Canadian affairs have been conducted is shown by the amount of business transacted during the past year. The net fire premiums received by the Branch amounted to \$594,631, an increase of \$27,244; the net amount at risk was \$84,076,506 or \$2,433,751 more than in 1892, and the losses paid \$446,332. Much of the progress made has been due to the underwriting ability and long experience of its well known manager, Mr. Wm. Tatley, who has been ably seconded for the last two years by the assistant manager, Mr. George Simpson, who has become deservedly popular since he came to this country.

THE SUN (FIRE) INSURANCE OFFICE.

Fires are no respecters of insurance companies. Big and little, strong and weak, old and young, good and bad have suffered alike from the abnormal fire waste of late years. Even the historic Sun, which has successfully passed through 184 years, shared in the common experience of 1893. Unlike many others, however, it emerged from "a year of blazes," in such a comfortable condition as to be able to declare its usual dividend of 7s. 6d. per share. Such a result is a speaking comment upon the impregnable resources of such institutions as the Sun, and cannot fail to inspire increased confidence in them. Dealing with the report presented on another page, we find that the premium income amounted to \$4,876,875, a sum which shows the extensive sphere of the company's operations and its

popularity among the insuring public. This amount is not so large as the income received in the preceding year, but, on the other hand, the sums at risk were about \$20,000,000 higher. This is due to the abandonment of certain kinds of business which have proved unprofitable, and to the increased cultivation of the better class. We cannot too highly commend the office for this course, and are not surprised to learn that already it has shown good effect in a diminution of losses. The Sun evidently believes, as we do, that the science of underwriting consists to a large extent in judicious "selection," a truth which in the prevalent craze for volume irrespective of quality has been too often forgotten by many companies. The severe lesson taught of late years emphasizes this fact, and in making a thorough revision of its risks the Sun has set an example which in the interests of fire underwriting will be generally followed. The total revenue from all sources amounted to the goodly sum of \$5,213,600, and the company paid for losses during the year the large sum of \$3,660,710, an amount which shows the important position it holds as a public indemnifier. The management expenses including commissions, etc., amounted to \$1,622,355, giving almost the same ratio as in 1892, notwithstanding the reduction in the premium revenue. The Sun is one of the companies which wisely holds a high standard of reserves for unexpired risks; the amount so set aside last year was \$1,950,750, which, although \$107,900 less than in 1892, still remained 40 per cent. of the premium receipts. After making this stringent reserve and paying all losses and expenses, there remained a balance of \$38,440, which was credited to profit and loss account. Notwithstanding the smallness of such a net result, the company has been able, owing to the prudent husbanding of its resources in the more profitable years of the past, to declare dividends aggregating \$501,045, still leaving the company in an enviable strong and unassailable position. This will be seen from the fact that after making every necessary provision, there remains in hand the large sum of \$8,881,270, or about 170 per cent. of the premium receipts. That amount consists of paid-up capital \$600,000, general reserve \$5,625,000, investment surplus and sinking fund \$204,475, reserve for unexpired risks \$1,950,750, profit and loss account \$501,045, in addition to which there is a balance of unpaid capital amounting to \$1,400,000 guaranteed. Such resources are worthy of such a veteran institution, and are in keeping with its history and the reputation it has earned during an existence of nearly two centuries. Although the Sun entered Canada only two years ago, it has built up already a volume of business much larger than that of many of its competitors. Last year the net premium income of the Canadian branch was \$93,809, its existing assurances were \$9,000,913, or \$4,531,135 in excess of those of 1892, and the losses paid were \$58,177. Such a result could have been accomplished only by unceasing energy and intelligent and effective organization, and great credit is due to Mr. H. M. Blackburn, the Dominion manager, for the successful way in which he has overcome initial difficulties and steered the company into its present progressive position.

Correspondence.

We do not hold ourselves responsible for views expressed by Correspondents.

TORONTO LETTER.

Dividing Commissions—Licensed and unlicensed Agents and Canvassers—The Prittie fire was incendiary, so say the Coroner's jury—Montreal—Holidays—What was said and what was meant.

DEAR EDITOR,

Ever since the bottom dropped out of the real estate business in Toronto, there has been a marked increase in the number of applicants to the Fire Insurance Cos., for powers to act as special agents. In the days of "the boom", many, old and young, laid down "the shovel and the hoe," or other implements representing their then calling, and became "Real Estate Agents." They were not all able to carry out a deal themselves, but having found, they brought their client face to face with some principal hitherto in the background, who arranged all details, and shared profits, if the transaction proposed was carried out. Most of these gentry have returned to their former occupations, but many also have entered the insurance field ("distant fields look green"), and not being duly licensed as agents, are acting in the old capacity of go-between, or "steerers," as the bunco people would say, taking any business they can influence to a legitimate Insurance Agent, and receiving half the commission for him. According to the Rules of the Toronto Board, this dividing of commission is forbidden under penalty; nevertheless, the practice prevails to a greater extent than might be supposed. As can be readily understood, it is next to impossible to prevent this, if the parties interested wish to do it. Just here, however, is where a large portion of a regular agent's legitimate commission is dropped. The increasing tendency of Cos. to accept only select risks and select classes of risks, to reduce the lines they formerly carried on even the choicest risks, to discourage re-insurances, and generally to be, as some think, hypercritical, all these things are to the disadvantage and pecuniary loss of the Agents; and when, in addition, through the manipulations of outsiders, they have to choose between half a loaf and no bread, what wonder that the penalties of the august Toronto Board hanging over their heads lose somewhat of their intended effect? It is evident from the foregoing that the "truly loyal" Agent has much to try his patience and fidelity, these midsummer days. Members of the Toronto Board are now enjoying a recess of two months, as is customary at this season of the year. The weekly meetings will be resumed the first Monday in September.

Interest in insurance circles has centered the last few days on the inquiry being held, into the causes of what is known as the "Prittie fire." This was a fire that occurred about 2 a.m. in a first class dwelling house on one of our residential streets. The last member of the family left the house at 9 a.m. An ample insurance had been effected, and a large claim has been put in for loss and damages to building and furniture and pictures, which is under consideration by the companies interested. A gas jet burning, but with the nipple off, is said to have been found by those first entering after the alarm was given. The coroner's jury has just brought in a verdict to the effect that the fire was incendiary.

You will be surprised to learn that I paid Montreal a flying visit last week, and did not find time to call on you. I have felt reproached ever since, but as often happens in the shortcomings of us men, there was a lady in the case. You have a beautiful city and a beautiful mountain beside it. Then your Electric Street Railway service is something to be proud of, and surpasses ours for quick movement, and then the conductors are so very obliging and attentive.

The usual holiday stagnation of business is beginning in Toronto. Most of the Insurance men are either gone or going off for their holiday time.

Railside scene. Friend, on train moving out, to friend on platform of station—"Do you intend running down to B's (a mutual friend) for a holiday next week?" *F. on P.* "No; must decline on account of the squallor." Friend on train was of course annoyed—tells "B" later, and unpleasantness ensued, only to be cleared up when *F. on P.* explained that he alluded to his own young baby as a "squaller" not to be taken from home just at present.

TORONTO, 12th July, 1894.

Yours, ARIEL.

Notes and Items.

The Phenix Insurance Co. of Brooklyn is reported to have declared a half-yearly dividend of five per cent.

The Insurance Observer of London has passed into new hands, and its able editor "bids his readers a regretful farewell," his functions in that capacity ceasing with the issue of 29th ultimo.

The Sun Life of Canada has recently taken the first floor of a fine corner building in Loxum Street, Brussels, for its headquarters, in consequence of the destruction of its former offices by explosion on 19th ultimo.

Amongst other life offices, the Sun Life of Canada has announced a special scheme for the purpose of meeting by assurance the requirements of the death duties under the Finance Bill before the English House of Commons.

The Caledonian's Head Office in the United States will be located at 27 and 29 Pine Street, New York, after 1st proximo. The manager, Mr. Charles H. Post, will have as assistant Mr. N. A. McNeil, and as second assistant Mr. James T. Howes.

The Western department, established by the North British & Mercantile at Chicago, will have charge of the States of Illinois, Michigan, Ohio, Indiana, Wisconsin, Minnesota, North Dakota, South Dakota, Nebraska and Indian Territory. Mr. W. J. Littlejohn has been appointed manager and Mr. J. G. Griffiths his associate.

The American Union Life Insurance Co., Mr. P. B. Armstrong's latest venture, has been officially examined, and a certificate granted to commence business. A secretary, treasurer and medical officer were elected, but there is a significant silence about Mr. Michael Shannon, who was reported to have accepted the position of 1st vice-president.

The difficulty between the Sherbrooke City Council and the Underwriters Association has been amicably settled in a satisfactory manner. The Association has agreed to place the city in class A of its schedule in consideration of the abolition of the special tax on fire insurance companies, and of the Council's undertaking to maintain a high standard in its fire protective arrangements to counteract the faulty construction of the streets. Both parties are to be congratulated upon the judicious attitude adopted throughout the negotiations.

"The Fire Underwriters Text-Book is essentially the only text-book of fire insurance in the world to-day—that is as systematic *collectanea* of insurance text with rigorous adherence to the letter of insurance." The *American Exchange and Review*, quoted above, in referring to the author of this valuable work, says: "With years of office experience, and in the field as general agent, he realized the vagaries of practice were often in conflict not only with the tests of the best usage, but also with fundamental principles, and so was induced, in the absence of some general work upon the subject of fire insurance wherein might be found gathered in available form its theory and practice, with appropriate laws, rules and usages, to prepare, in 1872, the Fire Underwriters' Text Book." Published by the INSURANCE AND FINANCE CHRONICLE. Price \$10.

In accepting the New York Life's invitation to make a joint examination of that Company, the several superintendents took occasion to protest against the position assigned to them by the insurance department of New York. They assert their right to examine every foreign company operating within the States under their supervision.

The case Sun Life vs. H. Ross, heard in the County Court in Cobourg last month, appears to have excited considerable interest in life assurance circles. The defendant applied to the Company for a policy and signed an agreement to accept same upon delivery and pay the premium, but an agent for a rival company appeared on the scene, and the applicant refused to complete. The decision in favor of the plaintiff was well deserved, for people should not be allowed to put offices and their agents to the trouble and expense of issuing policies for nothing.

The clause in the Bill amending the insurance Act limiting the investments of all life companies, evoked a long and interesting discussion in the House. Whilst it is not desirable to restrict the productive power of the companies unnecessarily, they should certainly be required to confine their investments to such classes of security as are free from violent fluctuations in the money market. The nature and object of the trust funds of life companies demand that the first consideration in their investments should be safety. Speculation and life assurance are sworn foes. The affairs of the company whose name was referred to in the discussion are well known to be as conservatively managed as those of any company in the Dominion.

FINANCIAL ITEMS.

The manufacturers of wooden skewers in the States turn out 2 million dollars worth of goods yearly.

The gold output of the Witwatersrand gold mines in S. Africa for first four months this year was of the value of \$10,938,500.

The Winnipeg Clearing House returns will show an aggregate of 50 millions for first year of operations which ends in December.

The P. O. Savings Bank deposits in May were \$581,336, and withdrawals \$661,384, the other savings banks also reduced their holdings in May by \$84,562.

The railway boycott strike is estimated by a Chicago authority to have cost about 10 millions of dollars, a large percentage of which falls upon the misguided men engaged in it.

The London Economist says: "Never before was the confidence of English investors in the outside world so shaken as it is at present." It is this which is flooding the English market with gold.

A distinguished metallurgist declares that coins made of an alloy of gold and aluminium could not be counterfeited, and an amalgam of silver with the latter metal would be difficult to imitate.

Germany now holds \$2,380,000,000 worth of foreign securities. Professor Schmoller, the eminent German statistician, estimates this as double what it was ten years ago, and as contributing to the annual income of Germany a sum of about \$119,000,000, a large percentage of which is drawn from the United States.

Florida is believed by scientific experts to be capable of growing all the sugar consumed on this continent. A beginning has been made in developing these resources.

On 1st June the Dominion notes out were for \$19,516,197, against which the Receivers General held specie, \$7,746,902, which is largely in excess of what the Act requires, which is 15 per cent. on the issues.

The U.S. deficit at date is about 78 millions, caused by revenue falling off 90 millions, and increased expenditures. Bad times cut both ways with public finances, customs and other duties shrink, while greater pressure is brought to bear on the government to spend more freely.

The deficit between the value of food products raised annually in Great Britain, and that of those consumed, is so close to the surplus of the values raised over consumption in the United States that they practically balance each other. The amount, in round figures, is about \$470,000,000.

The excess of exports over imports from and into the United States in year just closed is \$275,000,000, the largest balance ever known of the foreign trade of that country. It has been most fortunate for such to be the case, for, had the exports been much less, the drain of the monetary resources of the States would have been so much the greater, but, having been able to redeem its securities by goods, it has averted as bad a panic this year as occurred in 1893.

The U. S. Interstate Commerce Commission for 1893 shows the total length of lines in operation to be 176,461, besides some 52 thousand of sidings and other tracks. The gross earnings were \$1,220,751, made up as follows: passenger traffic, \$301,491,816; freight, \$829,053,861; and the balance for carrying mails, 28 millions, and express matter 23 millions. There are 838,000 persons in the service of U.S. railways, a very formidable number in the event of a general strike.

The imports from Great Britain since January have fallen off heavily; in first five months of 1893 they were \$9,592,120, this year only \$7,055,500. The decreases extend all along the line of manufactured goods, chiefly dry goods and woollens, though those of iron were largely restricted. It will be remembered Sir Donald Smith spoke of these small imports with satisfaction. Our shipments to Great Britain this year for 5 months were \$4,790,750, and last year in same period, \$2,768,200, so that our balance of trade with the old land has been largely in our favor, having bought from Britain \$2,500,000 less, and sold \$2,000,000 more than in previous year.

The tendency of national debts to increase is strikingly shown by the following table in the North American Review for June:—

1884 to 1893	Annual average for 9 years.		Increase of debt in 9 years in millions.
	Revenue in millions.	Expenditures in millions.	
Germany.....	\$ 640	\$ 690	415
France.....	723	825	915
Russia.....	450	525	365
Austria.....	400	440	360
Italy.....	...	315	150
Spain.....	62	170	85
Portugal.....	9	55	115
Other States...	310	350	180

In those years there was no war engaged in by any one of the above countries to cause any enlargement of the national debt.

The United States Income Tax as revised and passed reads that after 10th January, 1895, there shall be collected annually on the gains, profits and incomes received in the preceding year by every citizen of the U. S., whether residing at home or abroad, and every resident therein, whether such incomes be derived from property, rents, interest, dividends, salaries, or otherwise, a tax of 2 per cent. on all over \$4,000. The clause goes on to include all incorporated companies of every kind as liable to this tax, and the net profits or income taxable is to include all sums paid to shareholders or carried to any fund, or disbursed for construction, or for plant, or any other outlays made out of profits.

The estates duty proposed by the English Government is on the lines of a graduated income tax, the rate rising with the amount to be taxed. It is to be as follows, on the estates of deceased persons:

\$	per cent.	\$	per cent.
500 to 2,500	1	375,000 to 500,000	5½
2,500 to 5,000	2	500,000 to 750,000	6
5,000 to 50,000	3	750,000 to 1,250,000	6½
50,000 to 125,000	4	1,250,000 to 2,500,000	7
125,000 to 250,000	4½	2,500,000 to 5,000,000	7½
250,000 to 375,000	5	5,000,000 and upwards	8

The property held by testators in the Colonies will be liable to English taxation, so that many estates will pay a double succession duty.

The world is now one field and one market, as regards wheat, so closely are the points of production and consumption connected. *The Liverpool Corn Trade Journal*, first of authorities, gives the total of the world's production for last five years as follows:

1889.....	2,174,000,000	bushels.
1890.....	2,272,000,000	"
1891.....	2,452,000,000	"
1892.....	2,413,000,000	"
1893.....	2,449,000,000	"

It will be noted that the average of last three years has been 2,438,000,000 bushels, while the average of preceding three years was 2,246,600,000. The average increase of production was amply sufficient to bring wheat down heavily in price.

From a Parliamentary return just to hand we find the amounts of estimated revenue from each of the three kingdoms, and expenditure on the English, Scotch and Irish services in current year. The total estimated revenue from England is \$405,105,000, which is over 81 per cent. of the total; from Scotland, \$54,030,000, or near 11 per cent. of the whole amount; and from Ireland, \$39,960,000, or 8 per cent. The expenditures on English departments will be \$136,950,000, or 73.50 per cent. of the total; on Scottish, \$20,520,000, or 11 per cent. of the whole; and on Irish, \$28,830,000, or 15.48 per cent. of the total. The additional revenue of \$13,350,000 to be raised under the new Budget will be drawn as follows: from England, \$10,090,000; from Scotland, \$1,790,000; and from Ireland \$1,470,000. Although Ireland seems to be getting the best in this arrangement, it must be remembered that there is an enormous part of the income of Ireland spent in England; and a large share of the expenditure on what are classed as "Irish services" accrues also to the benefit of England.

PERSONAL MENTION.

MR. JAMES H. BOOMER, manager of the Manchester Fire Assurance Company, was in the city for a day or two last week.

MR. W. S. HODGINS, inspector of the Ontario Mutual Life, is at present in the city in connection with a re-arrangement of the representatives of the company here, owing to the transfer of Mr. Mussen to Toronto.

MR. DAN WINSLOW has been appointed assistant manager of the North British & Mercantile's United States Branch.

MR. HUGH S. WRIGHT, special agent of the North American Life, at Woodstock, N.B., paid us a visit a few days ago.

MR. ALEXANDER CROMAR of Toronto, manager for Ontario of the Great West Life Assurance Company, paid the CHRONICLE office a visit on 3rd instant when in Montreal.

MR. W. A. SMITH, of the Scottish Union & National Insurance Co. of Hartford, late of the Guardian Assurance Company of this city, paid the CHRONICLE office a short visit recently.

MR. D. PARKS FACKLER, consulting actuary of New York, paid a short visit to Toronto a few days ago. Mr. Fackler acts in that capacity for the Manufacturers Life Company.

THE ACTUARIAL SOCIETY of Edinburgh has published in pamphlet form the paper on "Life Assurance in Canada," written by Mr. F. Sanderson, M.A., actuary, Canada Life of Hamilton.

AMONG THE VISITORS to Montreal recently were Messrs. A. Dean, inspector of the Manchester, and D. Monroe of Cornwall, the well-known general agent of the Royal and other first class companies.

MR. WM. T. STANDEN, the well-known actuary of the United States Life Insurance Company of New York, spent a few days in Montreal last week in connection with the company's agency here.

MANAGING DIRECTOR J. H. BROCK, of the Great-West Life Assurance Company, has, we understand, practically concluded arrangements to take over the business of the Dominion Safety Fund Life Association.

THROUGH AN OVERSIGHT, the name of Mr. E. K. Spinney of Yarmouth, N.S., was omitted from the list of general agents of the Union Assurance Society in the report of the Company which appeared in our last issue.

MR. J. DESLONGSCHAMPS, who has been on the head office staff of the Northern for the past seven and a half years, has severed his connection with the company, to enter the office of Mr. E. R. G. Johnson, local manager of the Eastern and Agricultural.

MESSRS. TATLEY, MUDGE, HADRILL and BROWNING had a rather risky experience in crossing the Atlantic. The "Lake Superior" in which they sailed struck an iceberg, and had her fore compartments damaged, but fortunately arrived safely at Liverpool.

WEDDING BELLS.—On 4th inst., Mr. A. J. Bowles, of the Standard Life, was married to Miss May Reid, daughter of Mr James Reid of this city. Amongst the many presents received by the happy couple was one given by the staff of the Standard Life. We wish them every happiness.

MR. FRED J. STEWART has been appointed Chief City Agent for the Eastern Assurance Co., in Toronto. Mr. Stewart is well and favorably known in Toronto, and will, no doubt, be able to bring a considerable amount of business to the Eastern.

MR. D. C. EDWARDS, late Secretary for the Eastern Assurance Company, has had the Province of Ontario as well as that of Quebec added to his territory; he is now acting as manager for the Eastern for both Provinces. Both the Company and Mr. Edwards are to be congratulated on the appointment.

MR. JNO. S. GAFFNEY, formerly superintendent of the United States Life of New York, has accepted the appointment of assistant superintendent of agencies for the Fidelity Mutual Life Association of Philadelphia. Mr. Gaffney carries with him to his new position an extensive and tried experience and an excellent record.

A VERY ENJOYABLE EVENING was spent at the St. James' Club recently, when a few friends of Mr. E. P. Heaton, the well known manager of the Guardian, tendered him a dinner prior to his departure on a holiday trip to Great Britain. Among those present were Messrs. B. Hal Brown, M. C. Hinchaw, Edwin Hanson, G. H. McHenry, A. W. Atwater, G. F. C. Smith, E. A. Lilly and R. W. Smith,

MR. A. K. BLACKADAR, M.A., A.I.A., the Government actuary at Ottawa, is to be congratulated on passing the final examination of the Institute of Actuaries of Great Britain and Ireland. Mr. Blackadar is probably one of the best mathematicians in Canada, being a gold and silver medalist, and Prince of Wales Prizeman of Toronto University, and the first Canadian to obtain the Institute diplomas of A. I. A. and F. I. A. by examination.

MR. B. HAL BROWN, the well-known and genial general manager of the London & Lancashire Life, was tendered an "At Home" by the Winnipeg Rowing Club on the 22nd ultimo, on the occasion of his visit to their city, in recognition and appreciation of the Company's generosity in presenting conjointly with Mr. W. R. Allan, a splendid rowing trophy for the Junior class at the ensuing International Regatta. The evening was spent very enjoyably by the large number of guests, a selected programme consisting of double scull, canoe and log races, and a tilting tournament having been prepared, concluding with dancing. Sir Donald Smitl., K.C.M.G., the chairman of the London & Lancashire, has also generously given the Club a handsome trophy for the Seniors.

ROYAL INSURANCE COMPANY.

The annual general meeting of the shareholders of the Royal Insurance Company was held on 29th ult., in the Board room at the Company's offices, Queen Insurance buildings, Dale St. Mr. M. H. Maxwell, chairman of directors, presided, and there were also present: Messrs. G. H. Hoisfall (deputy chairman), T. H. Ismay (deputy chairman), Jas. Barrow, Joseph Beausire, John Bingham, Stewart H. Brown, C. J. Bushell, E. H. Cookson, H. W. Hind, Thomas Holder, T. H. Jackson, David Jardine, E. W. Rayner, T. Sutton Timmis, Wm. Watson (directors), Wm. McQuie, A. Callender, Jas. Nevins, John Davies, Wm. Clarke, R. S. Deane, J. Bruce Ismay, John Findlay, Dr. Laimbeer, J. Wilson Jones, R. Davies, J. P. Hargreaves, J. J. Hyslop, F. T. Carpenter, Dr. Sinclair, J. S. W. Shaw, M. McNamara (Cork), Alfred Fletcher, John Birch, E. Pierpoint, D. S. Hellon, John Woodburn, R. A. Roberson (Edinburgh), W. J. Sweeney, Thos. Caton, S. Watson, R. C. Hazley, E. P. Parry, Colonel Wilson, J. M. Calder, Wm. Slater, L. C. Bailey, J. H. Croft (London secretary), R. Wright (local manager, Manchester), and others.

REPORT FOR THE YEAR 1893.

The directors beg to report the results of the Company's operations for the year 1893:—

FIRE DEPARTMENT.

The fire premiums for the period, after deduction of re-insurances, amounted to \$10,390,960, and the net losses to \$7,221,500. The interest from fire fund and current balances amounted to \$147,510, and from other accounts to \$448,610, leaving a balance to be carried to profit and loss account, after deducting all expenses, of \$341,680.

It will be seen that the fire losses are again considerably in excess of the average of recent years. This excess is due to the increase in the number of fires both at home and abroad, and has not been confined to any particular country.

LIFE DEPARTMENT.

During the year new proposals were accepted for \$1,558,405, of which amount \$4,153,405 has been completed, and the corresponding annual premiums obtained to the closing of the accounts were \$164,070. The proposals declined during the period amounted to \$752,030. The total income from premiums, after deducting re-assurances, amounted to \$1,925,690, and the interest received from investments, exclusive of that on the annuity fund, was \$881,075.

The claims during the year were:—

By death:—Original sums assured.....	\$1,204,050
Bonus additions thereon.....	188,680
By matured policies (including children's endowments):—	
Original sums assured.....	74,875
Bonus additions thereon.....	14,050
	<u>\$1,481,655</u>

In the annuity branch the purchase-money received for new annuities, together with the premiums on contingent annuities, amounted to \$94,315, and the interest to \$51,280. Fifty-four annuities have expired during the year, the annual payments on which amounted to \$9,810.

After payment of all claims, annuities, bonuses in cash, and expenses of every description, a balance of \$953,390 has been added to the life funds, making the total accumulations of the life and annuity branches of the Company \$24,605,180.

FUNDS.

After providing for payment of the dividend, the funds of the Company will stand as follows, viz.:—

Capital paid up.....	\$1,878,510
Fire Fund.....	\$3,640,000
Conflagration Fund.....	1,000,000
	<u>4,640,000</u>
Reserve Fund.....	7,911,970
Life Funds.....	24,605,180
Superannuation Fund.....	209,785
Balance of profit and loss.....	805,215
	<u>\$40,030,660</u>

DIRECTORS.

The Directors regret to announce the resignation of Mr. Henry Stokes. The following directors now retire, and are eligible for re-election—viz., James Barrow, Esq., Joseph Beausire, Esq., Stewart H. Brown, Esq., Edward H. Cookson, Esq., Thomas H. Ismay, Esq., David Jardine, Esq., Edward W. Rayner, Esq.

MANAGEMENT.

It is with great sorrow the directors have to record the serious loss which the Company has sustained through the death, in Nov. last, of Mr. John H. McLaren, who had been connected with the Company since 1856, and had held the position of manager for over 25 years. It would be difficult to estimate too highly the services rendered by Mr. McLaren, and which so largely contributed to the success of this Company. He was a man of conspicuous ability, and his zealous and untiring devotion to the Company will be gratefully remembered by those whose interests he so faithfully served.

The vacancy caused by the death of Mr. McLaren has been filled by the appointment of Mr. Charles Alcock, who previously held the position of sub-manager.

The Chairman, in moving the adoption of the report and accounts, said:—Gentlemen,—It becomes my duty to move the adoption of the accounts, but before doing so I would like to allude to that paragraph of the report referring to the death of our late manager, Mr. McLaren. I am sure those of you who have been accustomed to attend our annual meetings must miss his familiar figure, and will participate in the feelings of regret the directors have expressed at his loss. While in life he ever assiduously watched over the interests of the company, and the services he rendered to it had much to do in placing the Royal in the high position to which it has attained (hear, hear). Now, as regards the accounts—dealing first with the fire branch—it will be noticed that there has been some increase in the premium receipts, though the amount is not important. But this I consider is not of much moment, as looking at the magnitude of our present income, I think profitable results are more to be aimed at than further extensions of premium (hear, hear). As to our losses, the unfavorable experience of 1892 has been intensified during 1893, though the past year does not include any great conflagration like that of St. John's, Newfoundland, in 1892. The heavy aggregate has been due to the enormous increased number of fires which have taken place in almost every quarter of the world. Indeed, it is difficult to point to any country where during 1893 fires were not greatly in excess of the average. Insurance companies generally have consequently suffered severely, and are still no more able to offer any satisfactory explanation of this abnormal state of affairs than when the matter was referred to last year. By the recent unfavorable results of fire insurance have had the whole some effect of facilitating concerted action in the revision of rates &

certain risks, and bringing about other reforms which we hope in the future will improve the business. Anything tending to this desirable end will at all times have our hearty support and co-operation (hear, hear). In reviewing the past experience of this company, I stated at our last meeting that between 1872 and 1892 we had not a losing year to report, and now, looking further back to find two bad years in succession, as in 1892 and 1893, we have to revert to the years 1864-65-66, or nearly thirty years ago. From this it would appear that unfavorable results come in cycles, though in our case at long intervals. Hence we hope that our recent unsatisfactory experience will not be continued, and I am pleased to be able to say that, so far, the present year shows considerable improvement over 1893 as regards our losses (hear, hear). In the life department, the amount of new business has, doubtless, to some extent been affected by the general commercial depression that has prevailed, but, notwithstanding, a very substantial amount is shown, and the mortality experience during the past year had been entirely satisfactory, being well within the expectation. The calculations that have been made from time to time afford a clear indication that the quinquennial period which closes at the end of the present year will show a satisfactory surplus—fully proportionate to what has been realized in the past—our valuation being based on the same stringent lines that have been adopted on previous occasions, as we have always in life valuation calculated interest only at 3 per cent. taking the H M and H M (5) tables. Notwithstanding the unprofitable character of last year's business, the shareholders will not have felt any apprehension regarding the maintenance of the dividend, which will be the same as that of recent years. After it has been provided for, we are enabled to carry forward at the credit of profit and loss a substantial sum, though somewhat less than last year. In explanation of the amount of \$160,455 credited to profit and loss as surplus reserve for expiring Queen treaties, I have to say that when the business of that company was taken over it was considered that certain continental insurances would leave a loss, and an amount was accordingly set aside to meet it; but that amount has proved more than sufficient. Though the risks are not yet all run off, they are so reduced that it was thought advisable to close the account by ourselves underwriting the outstanding liabilities. The amount in question is the balance, and this might fairly have been taken in reduction of our general losses for the year, but we have thought it better to show these as they really are. Our reserve funds remain at their previous high figures, and as regards the value of our marketable securities, whereas in 1893 the excess over the book valuation was stated to be \$2,565,000 the amount now exceeds \$2,800,000 (applause) which is independent of the increased value of our various buildings, and those would show a considerable further excess over book value. The amount of foreclosed mortgages in Australia, alluded to last year, has since been somewhat added to, but the aggregate is not large and we will look for little or no ultimate loss in connection with them. With reference to the management of the company, you are aware that Mr. Alcock was elected to succeed Mr. McLaren (applause), and I have pleasure in stating that the Board have nothing to regret in the decision that was then unanimously come to. I may also mention that subsequently Mr. Jeffrey Beavan was appointed sub-manager. We feel confident he will prove a satisfactory acquisition to our staff. It may interest you to know that he commenced his insurance education in the office of the Royal, has since been in the service of other companies, and lastly was manager in New York for several years of an important English company. So that he is well acquainted with United States business, in which we are so largely concerned. These observations are, I think, all I need make, and I therefore will conclude by moving:—"That the report of the directors be approved and adopted, and that a dividend of 23s per share be payable on or after Tuesday, the 3rd of July, making, with the interim dividend paid in January last, 35s per share for the year 1893, free of income tax." If any shareholder has any observations which he desires to make, now will be the time.

Mr. Horsfall.—I have great pleasure, Mr. Chairman, in seconding the resolution. After the clear and lucid statement you have made as to our accounts, I feel it to be presumptuous on my part to make any special allusion to them. I shall content myself therefore with seconding the resolution, simply observing that we have never yet, from the

day the company was first launched, had to make a reduction in our dividend, and I do not think there is any fear of our having to do so (applause).

The Chairman then put the resolution, which was unanimously approved.

The Chairman.—The next business is the re-election of the following retiring directors:—Messrs. James Barrow, Joseph Beausire, Stewart H. Brown, Edward H. Cookson, Thomas H. Ismay, David Jarline and Edward W. Rayner. I therefore beg to propose that these retiring directors be re-elected directors of the company (hear, hear).

Mr. Horsfall.—I have great pleasure in seconding the motion for the re-election of the retiring directors (hear, hear).

The Chairman.—I am sure that these gentlemen give great attention to the interests of the company.

The resolution was unanimously passed.

The Chairman.—The election of auditors is the next business, and it must come from the body of the meeting.

Mr. Sweeney.—I have great pleasure in proposing the re-election of the auditors, Messrs. James M. Calder and John Dempster.

Mr. McNamara.—I have great pleasure in seconding the re-election.

The re-election was ratified.

Mr. McQuie.—I have very great pleasure in proposing this resolution:—"That the thanks of this meeting be presented to the chairman, deputy-chairmen, and directors of the company, to the directors and secretary in London, to the members of the boards of direction, the trustees, and the company's representatives in America; to the members of the various local boards at the branches, and to the company's agents and representatives at home and abroad, for their valuable services during the past year." Any words that I can add would be perfectly superfluous. The facts speak for themselves. The directors have worked hard for the benefit of the shareholders, and I am sure the vote of thanks accorded them will not only be sincere but very grateful (hear, hear, and applause).

Mr. Pierpoint.—I second the resolution with great pleasure. I am quite conscious that the directors have had an anxious and trying twelve months, and our thanks are specially due to them for that reason if for nothing else (hear, hear).

The vote of thanks was passed with much warmth.

The Chairman.—The shareholders are greatly indebted to some of our colleagues abroad, especially I will mention the New York committee, who have the duty of recommending to us the investments we have to make in America. This is a serious responsibility which they undertake, and they have done it most satisfactorily. I think evidence of this is found in the fact that our investments in New York are of such high-class character that with all the commercial depression which had prevailed there during the past year they have been practically unaffected (hear, hear).

Mr. Sweeney.—I think, Mr. Chairman, before you conclude the business, it would only be fair to propose a vote of thanks to our new manager, Mr. Alcock.

The Chairman.—I am glad to hear that expression of opinion. It is quite in accord with my own feelings, although I thought it would be as well if it came from the shareholders. However, if it is an omission on the part of the Board, I apologize, because the other members of the Board fully agree with me that we have received great satisfaction from Mr. Alcock and the other officers of the company. We have on the whole a capital staff, who have the interests of the company at heart equally with ourselves (hear, hear).

Mr. Horsfall.—I have great pleasure in seconding (applause).

Mr. Alcock, who was applauded, on rising to reply, said:—"Mr. Chairman and gentlemen, I beg to thank you sincerely both on my own behalf and on behalf also of Mr. Beavan, our sub-manager, and Mr. Wm. McLaren, our assistant secretary. Important changes have occurred since our last meeting, under circumstances which have been a great sorrow to us all. Last year we passed through troublous times for fire insurance companies. It is in these circumstances the more gratifying to us to receive the cordial vote of thanks you have been pleased to pass. Our best efforts will always be devoted to the pro-

motion of the company's interests, and we look forward with confidence to a return of the more prosperous times we have before experienced (applause).

A vote of thanks to the chairman, proposed by Colonel Wilson, brought the meeting to a close.

(NOTE.—In the foregoing figures, \$5 are used as the equivalent of £1.)

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Tour of the World, The Magic City, or The Dream City

if so, have them neatly bound, in half leather binding, stamped on side in gold for \$1.25.

JOHN LOVELL & SON,
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THE LIFE AGENT'S MANUAL

By J. D. HOUSTON
CONTAINING

Premium Rates & Synopsis of Policy Conditions

OF ALL COMPANIES ACTIVELY DOING BUSINESS
IN CANADA.

HAS 4½% RESERVE TABLES,
INTEREST AND DISCOUNT TABLES
AND AN

EXPOSÉ OF ASSESSMENT INSURANCE.

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94 St. Francois Xavier Street, Montreal, P.Q.

ASSETS OVER \$850,000.

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Vice-President, .. J. S. BOUSQUET
Cashier La Banque du Peuple
Manager, W. BARCLAY STEPHENS

The Company acts as agents for financial and commercial negotiations.
The Company acts as agents for the collection of rents, interest and dividends.

The Company acts as agents for the investment of money in every class of securities, either in the name of the investor, or in the name of the Company at the risk of the investor, or guaranteed by the Company, both as to principal and interest.

For particulars apply to the Manager.

	INCOME	ASSETS	LIFE ASSURANCES IN FORCE.
1872	\$ 48,210.93	\$546,461.95	\$1,064,350.00
1876	102,822.14	715,944.64	2,214,093.00
1880	141,402.31	911,132.98	3,331,479.14
1884	278,379.65	1,274,397.24	6,844,404.00
1888	525,275.58	1,536,816.21	11,931,316.21
1893	1,240,483.12	4,001,776.90	27,799,756.51

R. MACAULAY, *President.*
Hon. A. W. OGILVIE, *Vice-President.*
T. B. MACAULAY, *Secretary.*
IRA B. THAYER, *Supt. of Agencies.*
GEO. WILKINS, M.D., *Medical Referee.*

ESTABLISHED IN 1821.

GUARDIAN

Empowered by Special Acts of Parliament.

Fire and Life Assurance Company

(Limited.)

Head Office:

15 LOMBARD STREET, LONDON, E.C.

THE Seventy-second Annual Meeting of this Company was held on Wednesday, June 1st, 1894, when the Directors' Report for the year ending December 31st, 1893, was presented.

The following summaries are taken from it:—

FIRE DEPARTMENT.

The **Fire Premiums**, after deducting Re-insurances, amounted to **\$2,833,865**, and the **Losses** to **\$1,888,230**.

The **Premium Reserve Fund** to cover unexpired Policies will stand at **\$1,548,000**, and the **Fire General Reserve Fund** at **\$1,795,000**. There will be, therefore, an aggregate fund (apart from the Proprietor's Capital) of **\$3,343,000** to meet Fire claims.

LIFE DEPARTMENT.

The total number of **Policies** in force on 31st December last was **9,202**, assuring, with Bonuses, **\$38,695,660**. Of this sum \$4,072,160 was re-assured with other Offices, thus reducing the ultimate liability of the Company to \$34,623,500.

The amount of the **Life Funds** at the same date was **\$13,382,520**.

THE PRESENT POSITION OF THE "GUARDIAN" IS AS FOLLOWS:

Capital Subscribed,	- - -	\$10,000,000	Total Assets,	- - -	\$23,306,060
Capital Paid-up,	- - -	5,000,000	Annual Income,	- - -	4,762,070

NOTE.—The figures above are on the basis of \$5.00 to £1.

Directors:

The Right Hon. LORD ADDINGTON (Messrs. John Hubbard & Co.—Director of the Bank of England).
 HENRY BONHAM-CARTER, Esq., (Sitting Director).
 WILLIAM H. DAWSON, Esq., (Messrs. Bennett, Dawson & Bennett).
 CHARLES F. DEYAS, Esq., (Messrs. Neville, Druce & Co.).
 ALFRED G. H. GIBBS, Esq., (Messrs. Antony Gibbs & Sons).
 E. LOYD, Esq.
 JOHN J. HAMILTON, Esq., (Messrs. Sinclair, Hamilton & Co.).
 THOMSON HANKEY, Esq., (Director of the Bank of England).
 RICHARD MUSGRAVE HARVEY, Esq., (Messrs. Thomson, Haukey & Co.).
 JOHN HUNTER, Esq., (Messrs. Hunter & Haynes).
 GEORGE LAKE, Esq.

The Right Hon. G. J. SHAW-LAFREYRE, M.P.
 BRADFORD WILLIAM LUBBOCK, Esq., (Messrs. Roberts, Lubbock & Co., Bankers).
 JOHN BIDDLEPH MARTIN, Esq., (Messrs. Martin & Co., Bankers).
 HENRY JOHN NORMAN, Esq., (Director of the London and Westminster Bank).
 DAVID POWELL, Esq., (Messrs. Cotesworth & Powell—Director of the Bank of England).
 AUGUSTUS PREVOST, Esq., (Messrs. Morris, Prevost & Co.—Director of the Bank of England).
 JOHN G. TALBOT, Esq., M.P.
 HENRY VIGNE, Esq.

Manager Fire Department—A. J. BELTON.

Actuary and Secretary—T. G. C. BROWNE.

HEAD OFFICE FOR CANADA:

GUARDIAN ASSURANCE BUILDING, MONTREAL.

Trustees for Canada:

W. M. RAMSAY, Esq. H. MONTAGU ALLAN, Esq. ANDREW ALLAN, Esq.
 J. O. GRAVEL, Esq. ALPH. DESJARDINS, Esq., M.P.

E. P. HEATON, Resident Manager.

GEO. A. ROBERTS, Assistant Manager.

SUN Insurance Office

founded A.D. 1710.

FIRE INSURANCE ONLY.

HEAD OFFICE, Threadneedle St., LONDON, Eng.

SUBSCRIBED CAPITAL, \$12,000,000

Paid-up Capital,	\$600,000	Net Premiums, 1893,	\$4,876,875
General Reserve,	5,625,000	Net Losses Paid and outstanding, 3,660,705	
Reserves <small>for risks not yet expired, being 40 per cent. of the premium income,</small>	1,950,750	Annual Income,	5,213,595

TOTAL ASSETS, - - - \$9,801,645

SURPLUS OVER CAPITAL AND ALL LIABILITIES, over \$7,000,000

SUM INSURED, 1893, \$1,979,272,200

The Oldest Purely Fire Office in the World

(NOTE.—In the above figures \$5 are taken as the equivalent of £1.)

CANADIAN BRANCH

Deposited with Dominion Government, \$300,000

HEAD OFFICE, - - 15 Wellington Street East, TORONTO

AGENCIES IN ALL THE PRINCIPAL CITIES AND TOWNS IN CANADA

H. M. BLACKBURN, - - - Manager

W. ROWLAND, - INSPECTOR

Scottish Union National

Insurance Company of Edinburgh, Scotland.
ESTABLISHED 1824.

Capital, - - - - - \$30,000,000
Total Assets, - - - - - 40,508,907
Deposited with Dominion Government, - - - 125,000
Invested Assets in Canada, - - - - - 1,415,400

M. BENNETT, Manager North American Department.
J. H. BREWSTER, Asst. Manager.
HARTFORD, Conn.

WALTER KAVANAGH, Resident Agent,
17 St. Francois Xavier Street, MONTREAL.

NORTHERN

Assurance Company of London.
ESTABLISHED 1836.

Capital and Funds, \$36,465,000. Revenue, \$5,545,000
Dominion Deposit, \$200,000.

CANADIAN BRANCH OFFICE:

1724 Notre Dame Street, - Montreal.

ROBERT W. TYRE, Manager.
G. E. MOBERLEY, Inspector.

SUN INSURANCE OFFICE,

FOUNDED A.D. 1710.

HEAD OFFICE:

Threadneedle Street. - - London, Eng.

Transacts Fire business only, and is the oldest purely fire office in the world. Surplus over capital and all liabilities exceeds \$7,000,000

CANADIAN BRANCH:

15 Wellington Street East, - Toronto, Ont.

H. M. BLACKBURN, Manager.

W. ROWLAND, Inspector.

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

CALEDONIAN INSURANCE CO. OF EDINBURGH

ESTABLISHED 1805.

THE OLDEST SCOTTISH FIRE OFFICE

CANADIAN BRANCH.

45 St. Francois Xavier St., MONTREAL.

LANSING LEWIS,

Manager.

THE GREAT = WEST

Life Assurance Co.

Head Office - - - Winnipeg

The attention of the insuring public and live progressive agents is called to the following reasons for selecting this Company:

First. It is the only Canadian Company giving its policy-holders the security of a four per cent. reserve; all others without exception reserving on a lower standard.

Second. The policy contract is as liberal as any issued. No restrictions as to residence, travel or occupation, and incontestable after one year.

Third. The premium rates are low and the cost to the policy-holder is certain to be less than in any other Company because a better rate of interest can be earned in the West than at the home of any other Company.

Fourth. Every desirable plan of insurance is issued from the low priced "PAY AS YOU GO" plan to the shortest single premium endowment.

Agents wanted in unrepresented districts. Application may be made at the HEAD OFFICE, WINNIPEG, or to

Alexander Cromar, Manager for Ontario, 12 KING STREET, EAST, TORONTO.

PROVIDENT SAVINGS LIFE ASSURANCE SOCIETY OF NEW YORK.

SHEPPARD HOMANS, President.

Nineteenth Annual Statement

FOR THE YEAR ENDING DECEMBER 31st, 1893.

Income	\$ 2,149,850.61
Paid Policy-holders	1,333,783.25
Total Expenses of Management	442,767.61
Gross Assets	1,516,271.82
Liabilities, Actuaries' 4% Valuation	801,945.77
Surplus, Actuaries' 4%	714,326.05
Policies issued in 1893	23,669,308.00
Policies in force December 31st, 1893	83,101,434.00

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

ACTIVE AGENTS WANTED.

R. H. MATSON, General Manager for Canada.

Head Office, - - - 37 Yonge St., Toronto.

1850 THE 1894

United States Life Insurance Co.,

IN THE CITY OF NEW YORK.

OFFICERS:

GEORGE H. BURFORD, President.
C. P. FRALEIGH, Secretary.
A. WHEELWRIGHT, Assistant Secretary.
WM. T. STANDEN, Actuary.
ARTHUR C. PERRY, Cashier.
JOHN P. MUNN, Medical Director.

FINANCE COMMITTEE:

GEO. G. WILLIAMS, Pres. Chem. Nat. Bank.
JOHN J. TUCKER, Builder.
E. H. PERKINS, JR., Pres. Importers' and Traders' Nat. Bank.

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

Good Agents, desiring to represent the Company, are invited to address the PRESIDENT at Home Office.

ASSURANCE **NORTHERN** COMPANY

..... ESTABLISHED 1886.

LONDON :—1 MOORGATE STREET.



ABERDEEN :—1 UNION TERRACE.

ACCUMULATED FUNDS, - - - **\$21,465,000.**

The FIFTY-EIGHTH ANNUAL GENERAL MEETING of this Company was held within their house at Aberdeen on FRIDAY, the 8th June, 1894, when the Directors' Report was presented.

The following is a summary of the Report referred to :—

FIRE DEPARTMENT.

The PREMIUMS received last year amounted to \$3,581,530, showing an increase of \$277,200 over those of the previous year.

The LOSSES amounted to \$2,244,745, or 62.7 per cent. of the premiums.

The EXPENSES OF MANAGEMENT (including commission to agents and charges of every kind) came to \$1,171,425 or 32.7 per cent. of the premiums. After reserving the usual 33 1-3 per cent. of the premiums, to cover liabilities under current policies, a profit was earned of \$156,115.

LIFE DEPARTMENT.

ASSURANCE BRANCHES :—The new assurances during the year reached in the aggregate the sum of \$1,636,085. These new assurances yielded annual premiums amounting to \$60,005 and single premiums amounting to \$6,920.

The TOTAL INCOME of the year (including interest) was \$1,610,180.

The CLAIMS amounted to \$827,965.

The EXPENSES OF MANAGEMENT (including commission) were limited to 10 per cent. of the premiums received.

ANNUITY BRANCH.—The sum of \$163,615 was received for annuities granted during the year.

The whole FUNDS of the Life Department now amount to \$13,831,200.

The report having been unanimously adopted, it was resolved that the total amount to be distributed amongst the shareholders for the year 1893 be \$337,500, being dividend of \$11.25.

LONDON BOARD OF DIRECTORS.

COLONEL ROBERT BARING.

ALEX. HEUN GOSCHEN, Esq.

FERDINAND M. HUTH, Esq.

H. COSMO O. BONSOR, Esq., M.P.

WM. E. HUBBARD, Esq.

HENRY JAMES LUBBOCK, Esq.

ERNEST CHAPLIN, Esq.

CHARLES JAMES LUCAS, Esq.

WILLIAM WALKINSHAW, Esq.

Secretary.—H. E. WILSON.

Fire Department.—JAMES ROBB, *Manager*.

Life Department.—F. LAING, *Actuary*.

General Manager of the Company.—JAMES VALENTINE.

CANADIAN BRANCH HEAD OFFICE,
1724 Notre Dame Street, - - - - - Montreal.

ROBERT W. TYRE, Manager.

NOTE.—In the above statement \$5 are used as the equivalent of £1.

FIRE. LIFE. MARINE.
COMMERCIAL UNION

Assurance Company Ltd. of London, Eng.

Capital and Assets, - - - - -	\$27,947,330
Life Fund (in special trust for Life Policy Holders)	7,343,285
Total Annual Income, - - - - -	7,500,000
Deposited with Dominion Government, - - - - -	374,248

HEAD OFFICE CANADIAN BRANCH:

1731 Notre Dame Street, - MONTREAL.

EVANS & MCGREGOR, Managers.

Applications for Agencies solicited in unrepresented districts.



PHOENIX
INSURANCE COMPANY

(Of Hartford, Conn.)

ESTABLISHED IN 1854.

CANADIAN BRANCH.

Full Deposit with the Dominion Government.

Head Office:

114 St. James Street, MONTREAL.

SMITH & TATLEY,

G. M. SMITH. J. W. TATLEY
Managers for Canada.

Applications for Agencies solicited.

UNION Assurance Society.

Instituted in the Reign of Queen Anne, A.D. 1714.

HEAD OFFICE, 81 CORNHILL, LONDON, E.C.

Subscribed Capital, - - - - -	\$2,250,000
Total Invested Funds exceed - - - - -	12,300,000
Capital Paid up - - - - -	900,000
Annual Income, - - - - -	3,263,340

CANADA BRANCH:

HEAD OFFICE, Cor. St. James and McGill Sts., MONTREAL

T. L. MORISEY, - - MANAGER.

J. E. E. DICKSON, Sub Manager.

The Temperance and General
LIFE ASSURANCE COMPANY.

HEAD OFFICE, Manning Arcade, TORONTO

HON. GEO. W. ROSS, Minister of Education, PRESIDENT.
HON. S. H. BLAKE, Q. C. } VICE-PRESIDENTS
ROBT. MCLEAN, Esq., }

Policies issued on all the best approved plans, both Level and Natural Premium. Total abstainers kept in a separate class, thereby getting the advantage of their superior longevity

H. SUTHERLAND,

Manager.

AGENTS WANTED.

THE
CANADA ACCIDENT

ASSURANCE COMPANY.

Incorporated in 1887.

THE CANADA ACCIDENT has acquired the business of the

MUTUAL ACCIDENT ASSO'N. (of Manchester),

THE CITIZENS OF CANADA, and

THE SUN OF CANADA.

THE CANADA ACCIDENT is now controlled and guaranteed by the PALATINE INSURANCE COMPANY (Limited) of Manchester, but will continue under its original name, but with new Officers and Manager, and is fully prepared to offer Accident Insurance in all its branches, together with Employers' Liability Indemnity on the most liberal terms.

HEAD OFFICE:

1740 Notre Dame Street, - MONTREAL.

LYNN T. LEET, Manager.

UNITED FIRE INSURANCE COMPANY
OF MANCHESTER, ENGLAND.

This Company in addition to its own Funds has the security of those of the

PALATINE INSURANCE CO of England,

The combined Assets being as follows:

Capital Subscribed.....	\$5,550,000
Capital paid up in Cash.	1,250,000
Funds in Hand exceed	2,750,000
Deposit with Dominion Government for Protection of Canadian Policy-Holders	204,100

HEAD OFFICE FOR CANADA, 1740 Notre Dame St., MONTREAL.

J. A. ROBERTSON, Supt. of Agencies.

T. H. HUDSON, Resident Manager.

NOVA SCOTIA BRANCH,

Head Office, Halifax,

ALF. SEWETT, General Agent

NEW BRUNSWICK BRANCH,

Head Office, St. John,

H. CHUBB & CO., General Agents.

MANITOBA, B. C. & N. W. T. BRANCH,

Head Office, Winnipeg,

G. W. GIRDLESTONE, General Agent.

The "United" having acquired by purchase the business and good will of the "City of London Insurance Company," and assumed all the liabilities of that Company, is alone entitled to the benefit of the connection thus formed, the continuance of which it respectfully solicits.

The British America

INCORPORATED 1833.

ASSURANCE COMPANY.

HEAD OFFICE, - - - TORONTO.

OLD RELIABLE PROGRESSIVE
FIRE AND MARINE INSURANCE.

Cash Capital, - - - \$750,000.00
Total Assets, - - - 1,392,249.00

Losses paid since organization, \$13,242,397.27

DIRECTORS :

GEO. A. COX, J. J. KENNY,
President. *Vice-President.*

A. M. SMITH	JOHN HOSKIN, Q.C., LL.D.
S. F. MCKINNON	ROBERT JAFFRAY
THOMAS LONG	AUGUSTUS MYERS

H. M. PELLATT.

P. H. SIMS, *Secretary.*

C. R. G. JOHNSON, Resident Agent,
42nd St. John Street, - - - MONTREAL

THE WESTERN

Assurance Company.

FIRE AND MARINE.

INCORPORATED IN 1851.

Head Office, - - - TORONTO.

Capital \$2,000,000
Cash Assets, over 2,400,000
Annual Income, over 2,350,000

LOSSES PAID SINCE ORGANIZATION, \$18,000,000

DIRECTORS :

A. M. SMITH, GEORGE A. COX,
President. *Vice-President.*

HON. S. C. WOOD	ROBERT BEATY
GEO. R. R. COCKBURN, M.P.	W. R. BROCK
GEO. McMURRICH	H. N. BAIRD

J. J. KENNY, *Managing Director.*

Agencies in all the principal Cities and Towns in Canada
and the United States.

New York Life Insurance Co'y

JOHN A. McCALL, - President.

JANUARY 1, 1894.

Assets,	\$148,700,781.21
Total Undivided Surplus,	17,025,630.18
Income,	33,863,646.95
New Insurance written in 1893,	223,848,991.00
Outstanding Insurance,	779,156,678.00

CANADIAN BUSINESS.

New Insurance issued—1893,	\$6,080,860.00
Insurance in force,	20,720,765.00
Total Income in Canada,	919,167.07
Assets in Canada as per Statement to Canadian Government, January 1, 1894,	\$3,344,660.27
Additional Deposit with Canadian Trustees, May 11, 1894,	350,000.00
Total Assets in Canada,	\$3,694,660.27
Liabilities in Canada under policies issued since March 31, 1878,	\$2,512,303.42
Under policies issue previous to March 31, 1878	540,381.29
Total Liabilities in Canada	\$3,052,684.71
Surplus Assets in Canada over and above H. M. 4½ per cent. Reserves on all Policies and other Liabilities,	\$641,576.56

DAVID BURKE, GENERAL MANAGER.

Company's Building, - - - MONTREAL, Canada.