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INVESTMENTS IN CANADA,	11,000,000

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NOVEMBER 15th, 1895.

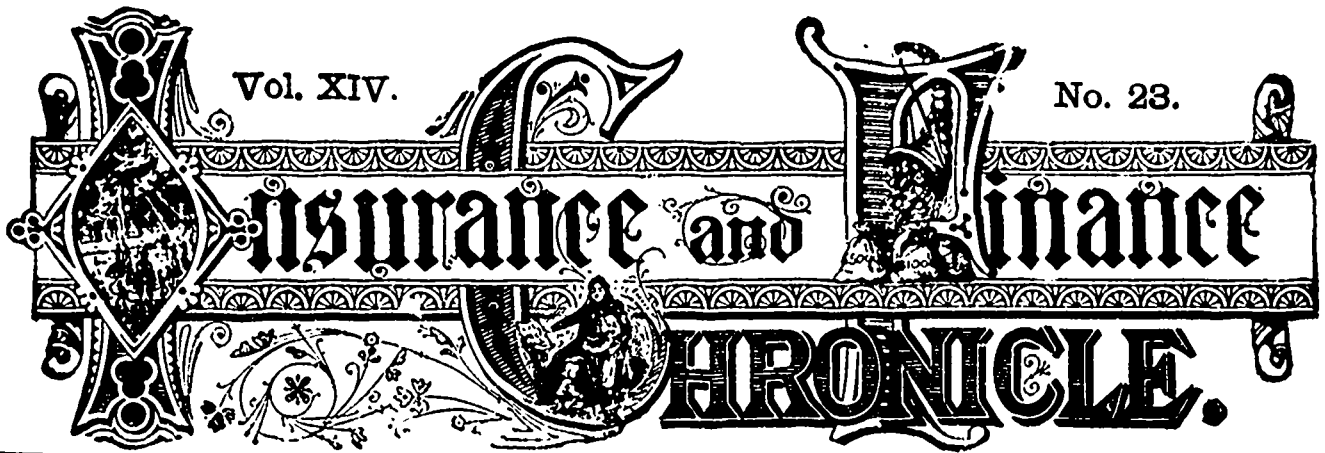
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Insurance and Finance CHRONICLE.

OFFICE:
1724 Notre Dame Street.

MONTREAL, DECEMBER 1, 1894

SUBSCRIPTION:
\$2.00 per ANNUM.

THE Insurance and Finance Chronicle.

Published on the 1st and 15th of each month.

AT 1724 NOTRE DAME ST., MONTREAL.

R. WILSON SMITH, Editor and Proprietor.

Annual Subscription (in Advance) \$2.00
Prices for Advertisements on application.

All Communications intended for THE CHRONICLE must be in hand not later than the 10th and 25th of the month to secure insertion.

A Hint to Cauvassers.

DISCUSSING recently some features of life assurance with one who, when engaged in that calling, had been remarkably successful as a cauvasser, he gave us several illustrations of the necessity of one so engaged having a good knowledge of human nature, and being enterprising even to boldness. One case is worth relating as a hint to those who solicit life assurance business. One of his colleagues, after repeated efforts to induce a well-to-do merchant to take out a policy for \$1,000, gave him up as a hopeless case. He was all the more vexed at his failure because the person he had failed to secure had shown some interest in life assurance, more so than is usual with those who have decided not to insure. Acting on this hint, our informant made enquiries as to the financial position of the merchant and his circumstances in other respects. Having this knowledge, he opened the campaign, laying particular stress upon the plea that one making a good income should make such provision for his family in case of his decease as would protect them from sinking into a lower social sphere, certainly from any approach to poverty. After thus preparing the way for a direct appeal, he retired with a promise to call again. At the second interview he placed an application form before the merchant filled up for \$25,000, and came away with it signed, and all preliminaries settled. Some months afterwards he got another sum of \$10,000 taken, on a different plan, and both policies have now been kept up for many years. The first solicitor had been repulsed simply because he had wounded the pride of this person by urging him to take out a policy for such a trifle as \$1,000. Aim high; adapt your hook and bait to the fish you are angling for; no man is offended by the imputation of being well off; some men are very touchy at anything

they fancy implies a doubt as to their financial resources; these things should be ever borne in mind by those working for life assurance business.

A Huge Banking Defalcation.

ONE of the most lamentable, as it is also one of the most scandalous features in American banking is the defalcation of prominent officials. These scandals occur more frequently in the United States than in all the other parts of the world where banks exist. To anyone familiar with the system and the routine of British and Canadian banks it is most surprising how such defalcations for such large amounts can be possible, when their prevention or detection in their initial stage is so easy, if the books are properly planned and ordinary precaution exercised. New York was startled this week by the Shoe & Leather Bank announcing that it had been swindled by one or two of its clerks out of about \$350,000 by fraudulent practices extending over ten years. Over ten years! Yet never detected, or the least sign of irregularity having aroused suspicion. The officer who worked the scheme had a confederate, but nothing in the bank's system was designed to break such a combination as is done in any well managed office. He made a large number of bogus entries, and transferred amounts from one account to another, taking large balances from one deposit account to cover up withdrawals from another, that was made the medium of the frauds, and passing balances to and fro in this way from one account to another, so that it is believed 100 accounts have been manipulated in carrying on the swindle. The reckless carelessness, not only inside the bank, but on the part of its customers, which rendered such a scheme successful, is a grave reflection on both banker and customer. A banker has a right to the co-operation of his customers in the prevention of fraud, just as much as the customers have a clear claim on bankers to conduct their business so as to prevent them being defrauded—the obligation is mutual, for the protection is a mutual advantage. What about the pass-books of this bank? It is almost impossible for so elaborate a system of false entries to have gone on so long without some of them getting into the pass-books. If, as is the English custom, those books had been written up by a clerk other

than the ledger keeper, the fraudulent entries would have been at once detected, or, rather, they would never have been made, for the certainty of prompt detection would have restrained the ledger keeper from making them. What too of the inspection of periodic balances? It is evident that some one or more accounts were so operated that any shrewd manager or inspector would have suspected something irregular, something suggesting enquiry, if there had been a close scrutiny periodically of the working of customers' accounts. To keep up so elaborate an interchange of balances as was practised in the bank, by the officer who kept the ledger, cannot have been possible without his making some private marks in the books which would have caught the eye of a manager or inspector if either of them had examined the books periodically, as is done in every prudently managed office. Looked at in any light, it is impossible to acquit the management of this New York bank of gross and culpable negligence, and of carrying on banking business without a proper set of books and inspection. It seems as though Canada would have not only to supply America with a sound banking system, but with a capable staff of officials.

**A Commission
Question.**

THE *Westminster Gazette* has fallen foul of the life assurance companies for paying commissions to agents who solicit business. It calls the system "a curse," and regards the whole sum so paid as so much lost to the policy holders, and to those who are likely to take out policies. The paper refers to four British offices out of one hundred who make it a rule to pay no commissions, whose management expenses are lower than any of the others. The payment of commissions, of itself, is a mere extension into the field of life assurance of the ordinary custom of business firms. Very few wholesale houses dispense with commercial travellers, most of whom are paid wholly or in part by commissions, as this form of payment is the most effective stimulant to their energies. If then the wholesale merchants find it necessary to solicit orders for goods which would have to be bought whether orders for them were solicited or not, much more is it necessary and politic for life assurance companies to canvass for business, because the vast bulk of such business would not be done at all if it were not solicited. Men will not, save in rare cases, insure their lives voluntarily; they will only do so when the duty and the advantage of life assurance are pressed upon them. That cannot be done without a great expenditure of time; it needs also no small ability to be done successfully; it is very wearing work; very uncertain; so that the reward must be tempting and adequate, or canvassing agents, equal to this duty, could not be secured. Holding, as every well improved person does, that life assurance is an inestimable blessing to the whole community, we look upon its widening extension with great satisfaction, and, as that extension is very largely owing to the systematic work done to secure commissions, we consider the *Westminster Gazette's* criticism as not justified. That some commissions are unduly large, that

some offices load their business with excessive costs of this kind, is unfortunately true, but the abuse of a system is not a reason for its disuse.

**A Lesson from
London.**

ONE of the social differences between this continent and England is the non-existence on this side of a territorial aristocracy who are so potent a factor in English life. But dignified though the "upper ten" of the old land are, and exalted socially above all other ranks of society, we have a class who are far more dignified and exalted in one respect. Men of the highest rank in Great Britain take a very active part in the management of the local affairs of the districts in which they reside. They sit at and regularly attend the meetings of Poor Law Guardians, they pay close attention to Magistrates Courts, and the meetings of these magnates, of which little is known here, but which are practically County Councils, are largely attended by the nobility. In fact, the local self-government of England, outside of cities, is carried on mainly by the titled and untitled aristocracy, the wealthy land owners, and those of their class. In the recent election of a Council for London, which is a municipal body like a city corporation, having, however, more extended powers, the Duke of Newcastle was a candidate, and ran the gauntlet of a popular contest. The Earl of Roseberry has been through the same experience, and several highly distinguished public men have sought, and some won, the suffrages of the populace. Yet, both in the States and in Canada, we have citizens who regard themselves as too socially exalted to serve the public in those duties which are discharged by dukes, earls and other magnates in England. We regard this disdain of public service by so many of our prominent citizens as lamentable; it is a grave reproach to a democratic country, it looks very much as though an infusion of the old world aristocratic element were needed here to teach citizens their duty and to set them an example. If we had a "Duke" or an "Earl" in the Council, we should secure as his colleagues some of those who now decline to share in the management of civic affairs, for reasons which their social superiors in England do not regard as an excuse for shirking public duty. If we consult history, we shall find that the highest dignities were conferred because of devotion to public service. Mere wealth devoted to private enjoyments has never led to honor in the lands where social honors confer such distinction. If a Duke of Newcastle and an Earl of Roseberry devote themselves to municipal work, if they are ready to accept what is practically the position of an alderman, through the popular vote, surely some of our more prominent merchants and bankers might enter on the same duties without any derogation of dignity? The first, the essential step to good government is the removal of the most unreasonable prejudice which prevents so many who are especially fitted for municipal life, by their experience and probity, from following the example of the Duke of Newcastle,—a man, let us say, who is not only devoted to all the duties of his station, but bears a high repute for his zeal as a christian.

CREDITS IN LIFE ASSURANCE.

It is perhaps an unavoidable feature of life insurance management that accommodation should be extended to policy-holders sometimes by the acceptance of notes for premiums due. It is also true that the entry in the annual reports of companies of "deferred and uncollected premiums" may to a limited extent be justifiable. These are credits, pure and simple, and have nothing in common with loans on the company's policies, held as collateral security, the loans based upon the reserve value of the policies. The latter is justly regarded as a safe and desirable asset—safe because the accrued value is ample security for the loan, and desirable because these loans bear a good rate of interest—six per cent. and upwards. But to what extent are premium notes and deferred and uncollected premiums to be regarded as valid assets? The amount of these two combined is not usually large as compared with total assets, being for 1893, for all the companies reporting to the New York Insurance Department, something over \$35,000,000, or 3.63 per cent. of the total admitted assets. The percentage of these items reported by the Canadian companies is a trifle higher—about three-quarters of one per cent. As a matter of general interest we here append the record of the American companies for fifteen years, showing separately "premium notes and loans" and their percentage of the assets, and "deferred and uncollected premiums" with their percentage of assets. Here is the record:—

December 31.	Total Assets.	Premium Notes and Loans.	Pctg. of Assets.	Deferred and Uncollected Premiums.	Pctg. of Assets.
1879	\$ 401,515,793	\$ 24,632,710	6.15	\$ 4,015,187	1.00
1880	417,951,009	22,847,568	5.48	4,279,742	1.02
1881	429,277,460	21,030,449	4.89	4,439,273	1.03
1882	449,602,347	20,056,509	4.46	5,124,614	1.14
1883	471,805,921	19,554,249	4.16	5,799,879	1.23
1884	491,487,719	19,082,071	3.89	6,261,469	1.27
1885	523,664,678	18,694,821	3.55	7,076,252	1.35
1886	560,125,360	18,380,049	3.46	7,679,341	1.32
1887	595,679,478	18,060,548	3.03	8,721,897	1.46
1888	641,747,870	18,340,628	2.85	10,067,361	1.57
1889	696,943,721	19,028,751	2.72	11,686,632	1.68
1890	753,228,759	19,315,053	2.56	13,010,198	1.72
1891	819,402,352	20,121,557	2.45	14,388,471	1.76
1892	903,734,537	21,105,284	2.33	17,232,234	1.90
1893	971,857,224	26,308,441	2.71	21,272,579	2.19

"Premium notes and loans," as above given, includes loans on policies as collateral, as well as notes taken for premiums, it being impossible to separate the two from the tables given in the New York Insurance Reports. An examination of the detailed statements of the several companies shows, however, that for the past five or six years the notes taken for premiums constitute on the average about sixty per cent. of the total "premium notes and loans," and previous to that time considerably more, owing to the fact that during a few of the first years named in the table, several companies applied the "one-third loan" method freely upon the issue of the policy. Gradually this practice has declined, and now has almost altogether ceased. It follows that the decrease in the percentage given in the fourth column of our table is more apparent than real as regards notes taken for premiums, apart from loans on policies. It is capable of demonstration that the decrease during the past ten years in the premium note

percentage has been very slight, and for the past five years none. Another thing is to be considered in this connection, viz., that some of the large companies avoid reporting premium notes at all by adopting the shrewd practice of either allowing agents to take notes running to them as individuals, covering them in general charges against the agents, or of depositing notes in banks and treating them as "cash in bank." The real credit account would be considerably augmented by a full and accurate statement, such as the various Insurance Commissioners now propose to require in future statements of companies. In the interest of common fairness it is to be hoped that the commissioners will insist upon a thorough revision of the present statement blank.

Turning to the item of deferred and uncollected premiums, given in the fifth column of the table, it will be seen that this form of credit has steadily increased during every year of the fifteen, one only excepted. In fact, the percentage of this item, to assets, has a little more than doubled since 1881, as shown on the face of the returns. The question naturally arises: What is the value of premium notes and of deferred and uncollected premiums as a valid asset? Of course in a majority of cases premiums remaining unpaid beyond a certain limit will be followed by a cancellation of the policy, and hence by the marking off of corresponding liabilities under the cancelled policies. In the meantime, however, these risks have been carried by the company, for which no money has been received. Now it costs something to carry every risk on the books. The care and risk of capital, the clerical labor required to keep a record of the application, the issue of the policy, the perpetuation of its record through half a dozen ponderous registers, the correspondence with agents and the pay for printing and advertising all combine to augment the large aggregate of "management expense" borne by the company. The carrying of a policy for six or nine months, only to be followed by cancellation, necessarily entails a certain percentage of dead loss, considered from the money side of the question.

But this is not all by any means. The sharp dunning and, in some cases, the resort to legal measures for a forced collection of premium notes not only entails a further expense—sometimes pretty large—but begets hostility and ill feeling on the part of the policyholder, and which extends to a more or less large circle of friends. A policyholder with a grievance is a dead weight on any company, and the inner history of lapses would, if fully revealed, show, we think, that a goodly percentage annually arises from the fancied ill treatment of policyholders who have become debtors to the company. Every man has his influence on a portion of that aggregate of humanity which we call the public, and he can help to make or mar the business of his company. Then, again, it is to be remembered that deferred and uncollected premiums largely belong to new policies, the premiums on which are subject to a commission charge of anywhere from forty to sixty per cent., payable on collection. In the reports of the companies, a collection charge of twenty per cent. is assum-

ed on these unpaid premiums, and deducted from the gross assets, but whether this is anything like a sufficient deduction is very much doubted. One of the things to be required by the proposed new statement blank is the statement of the actual cost of collection belonging to deferred and uncollected premiums. That the diminution will be shown to be a good deal more than twenty per cent. we have no doubt whatever. While, then, as stated at the beginning of this article, credits in some form and to some extent are and will continue to be a necessity, we submit that the nearer a company comes to maintaining its business on a cash basis, the more satisfactory that business will be, the cleaner its assets and the stronger in every way. An increasing rather than a decreasing percentage of unpaid premiums is at least not a very encouraging outlook.

CANADIAN FINANCE AND CURRENCY BASIS.

On the 15th October we published an article on the above topic, which has excited widespread interest in Great Britain, where we have reason to affirm its effect was salutary at a time when special efforts were being made to throw a shadow over the credit of Canadian financing and securities. We have been favored by a letter thereon from the manager of a prominent financial institution in Scotland, of which the following is a copy:—

"I have read with much interest the article upon 'Canadian Finance and Currency Basis' in the INSURANCE AND FINANCE CHRONICLE of 15th October. The subject is one to which I have given some thought. The law in regard to currency and Dominion notes seems to be contained in chapters 30 to 31 of the Revised Statutes of Canada 1886, and the Canadian Bank Act 1890 appears to regulate the issue of bank notes. My reading of these Acts, so far as they relate to gold and currency payments, is this: that 'payments' in the lawful money of Canada could apparently be made: (1) in British sovereigns, (2) in gold eagles of the United States, (3) in Dominion government notes, or (4) in Canadian bank notes. In considering the provisions of the three Acts referred to, it must not be forgotten that they are Acts of the Canadian Parliament, and that under the British North America Act, 1867, forming the Dominion of Canada, exclusive legislative authority is given to the Parliament of Canada to pass laws relating to the currency and coinage, the issue of paper money, banking and the incorporation of banks. We have, therefore, have we not, to take the risk of the Canadian Parliament passing laws adversely affecting the currency? The article in the CHRONICLE says that, 'Canada conducts all her financing on a gold basis,' and a little further on that 'no gold coins have been minted for Canadian use' and in regard to legal tenders, 'these are the notes of the Federal Government,' etc. But, for securing the redemption of these notes, the Minister of Finance and Receiver General has only to hold an amount of gold, or in gold and Canadian securities guaranteed by the government of the United Kingdom, equal to not less than 25 per cent. of the amount of such notes, at least 15 per cent. being held in gold. If I am right in what I have written, I am not sure that I can go quite so far as the writer of the article when he says that Canadian currency is equivalent to sterling."

The writer concludes his letter by some remarks on another matter, to which we will refer before closing our reply. In regard to the enquiry: "Have we not to take the risk of the Canadian Parliament passing laws adversely to the currency?" let us say frankly that such a risk is run by all who invest in consols or handle any form of British currency. The British

Parliament has reduced interest on consols from 3 to 2½, and it might, it has full power to repudiate them altogether. It might also declare all note issues void and worthless. But such risks have no effect whatever, they are merely speculative. We must take the record of a country and people into account in such matters, and for Canadians and Canada this can be said, since currency was known here, it has always been redeemable in gold, and has never failed to be redeemed in specie, save during a few weeks in the war of 1837, just as Bank of England specie payments have been suspended, temporarily, in such times. The risk our correspondent refers to is as remote as anything can be, it is a risk those who know Canada never dream of in their gloomiest moments. It is quite true that dollar for dollar is not held for "Legal Tenders," no nation ever did have such notes so protected, the necessity does not exist. The Bank of England has about 75 millions of dollars of notes in circulation in excess of its stock of gold, the security for which is the same as is held for the Legal Tenders of Canada for such amount as exceeds the gold stock held by the issuers, that is, the Government. Will our correspondent deny that British currency is on a gold basis because it exceeds the stock of gold held to provide for its redemption? He certainly would not; why then should he decline to accept our statement that Canadian currency is based on gold, on the mere ground that dollar for dollar is not held to protect our Dominion notes? If he holds that a gold basis requires every dollar issued in notes to be covered by an equal stock of gold, he must therefore hold that no currency in the world now is or ever was on a gold basis. The government of Canada by Act of Parliament is bound to redeem its notes in gold, it does so every day, and that obligation and practice is a demonstration that the national, the Dominion note currency, the legal tenders of Canada are "equivalent to sterling." During the American Civil war, the whole business of Canada with the States was done in gold *exclusively*. Our banks held large stocks of gold in New York to meet their drafts in that centre, and all payments by Americans to Canadians were made in gold. Yet during that time the currency of the State was in greenbacks, which were often at a very large discount. No stronger evidence of our currency being on a "gold basis" could possibly be furnished than the fact that for some years we maintained our currency on that basis in dealing with America during the whole time that specie payments were suspended in that country. As to the note issues of the banks, they are redeemable in gold or Dominion notes; if the latter are taken, they can be almost instantly exchanged for gold, so, of the bank issues, it is absolutely the truth that "Canadian currency is equivalent to sterling." No payment can be forced upon a creditor in Canada in any form of money which is not redeemable in gold—that fact, we submit, is incontestable proof of the currency and the finance of Canada being "on a gold basis." Such is the law of the land, and not one single instance ever occurred in Canada since it had a currency, of any payment being tendered in any

kind of Canadian currency which was not convertible into gold readily and promptly, except during a few weeks of war time in 1837, which has several parallels in British history. Any doubt therefore about Canadian currency being "equivalent to sterling" is only founded on an unreasonable, speculative, unpractical theory.

Our correspondent concludes his letter by saying:

One who signs himself "a Canadian settler" in a letter to the *Investor's Review* says: "The municipalities are over head and ears in debt. They have borrowed on assessments of property values notoriously 30 per cent. too high."

It is difficult to read such a remark patiently, its utter falsity is "notorious" to every well informed Canadian. All taxation is based on assessments. Can any sane person believe that Canadians are so stupid, so fond of paying taxes, as to submit to being taxed 30 per cent. higher than the limit fixed by the law?

The law is that assessments must be fixed by the saleable value of properties, and the universal custom is for assessments for taxing purposes to fall from 10 to 50 per cent. below their market value. Not a single case has ever occurred in Canada of a municipality defaulting in the payments involved by its debentures. Having handled such securities on a large scale for many years, we know whereof we speak in this matter, and repudiate with indignation, as utterly without foundation, the reflection cast on our municipal securities by "a Canadian settler." No people in the world are more jealous of their credit than Canadians, they stand ready to pay in gold every dollar for which they are liable at the maturity of the debt, and if anyone doubts this, let him present his claim, and he will with all promptness find it liquidated in gold, or in some currency quickly and surely convertible into gold.

The President of the National Union Bank of New York, in a recent public address, said, "Canada is a gold standard country." Ever since there has been any legislation on the subject in Canada, this country has been thoroughly imbued with English ideas, not those of the United States, in Finance, Currency and Banking, and this must always be the case, as this Colony is part of the Empire, and its legislation is subject to the approval of the Imperial authorities. Were there any such change attempted to be made in our loans as would place our currency on some other than a gold basis as it now rests upon such purposed legislation would rouse intense opposition in Canada and, if passed, would be vetoed by the Home authorities, as it would be regarded as repudiatory in character, and therefore subversive of Imperial interests.

THE MUTUAL OBLIGATIONS OF INSURER AND INSURED IN LIFE INSURANCE CONTRACTS.

Continuing our investigation of the importance of the various questions contained in the application blanks of different Life Insurance Companies, we find in many blanks a question as to whether any physician has given an unfavorable opinion of the person's life.

To some extent, of course, this question is implied in the question we had under consideration in our last issue, viz., to the extent that such an unfavorable opinion may have resulted in a previous rejection for insurance, or refusal to grant the kind of policy applied for, but it may and does have a specific application beyond this. The applicant may have had occasion to consult with various physicians for various actual or imagined diseases or complaints, and if such consultations have given rise to the expression by any physician of an opinion unfavorable to the life of the applicant, such fact should be communicated to the Company.

In connection with this question we may take the inquiries as to whether the person is now in good health and whether he generally enjoys the benefits and privileges of good health. Of course these questions are intended to elicit the fact as to the general physical condition, and are not supposed to have any particular reference to mere trivialities like an occasional cold or toothache. Following them, and as a continuation of the purpose for which they were asked, come the inquiry for the name and residence of any physician or physicians who have been consulted by the applicant, or attendant upon him during any of his sicknesses, and as to what they were consulted for and when.

These questions should always be very carefully answered, and if the applicant has had any illness from which he has made what he considers to be a perfectly good recovery, he should state it ruthfully, because these questions are asked with a definite purpose, and an inaccurate answer may go very far towards misleading the Company as to the character of the risk. This will be readily understood when we bear in mind how frequently certain sicknesses or illnesses in the past may be of value in indicating the tendency to other sicknesses or illnesses in the future.

It is manifestly best, therefore, that when an applicant appears before the Medical Examiner, he should state, as accurately as he can, all sicknesses, or even indispositions, that he can recall, in order that the Medical Examiner can weigh them and determine whether they are of sufficient importance to embody in the record.

The Medical fraternity are exempted by provision of law from the necessity of disclosing information acquired by them in their professional capacity while attending their patients. As this would render it impracticable for a Company to ascertain the importance that they should attach to any sickness of an applicant, it is required that he should specifically release any physicians who have attended him from this seal of secrecy, and leave them free to state what they know as to his physical condition. All applications contain this question in some form or other: "Does the person expressly waive all provisions of law prohibiting or forbidding his physician or surgeon from disclosing such information as he may have acquired while attending him in a professional capacity?" and it is very safe to assume that a Company will not issue a policy applied for unless this particular inquiry is answered unqualifiedly in the affirmative.

THE OCTOBER BANK STATEMENT.

The bank returns for October afford only too marked evidence of the inactivity of trade, and of its largely restricted volume as compared with some preceding years. The lowered price of grain would account for a smaller amount of note issues being called out to supply the needful machinery for moving the crops. But we are satisfied that this is not, of itself, a complete explanation of the reduced volume of circulation. This form of currency is finding a competitor here, as elsewhere, in cheques, which, by the extension of bank branches throughout the smaller towns, have been made available for payments to farmers. When the banks had a circulation of about 25 millions in September, the increase during October was usually 3 millions, that is, 12 per cent., which would be regarded as a large increase when the note issues are 33 or more per cent. higher. October usually is the maximum month, yet this year the increase over September was only \$1,161,495, that is, only 3.48 per cent. as compared with many years much earlier when a 12 per cent. increase was not unusual in October circulation. This year the note issues were \$2,390,000 less than at same date 1893, and \$4,172,000 less than in October, 1892. The total increases from the summer minimum up to October for last ten years were as follows ;

	\$		\$
1885	4,968,000	1890	5,670,800
1886	6,439,000	1891	6,602,000
1887	6,167,000	1892	6,074,000
1888	6,005,000	1893	3,418,000
1889	4,890,000	1894	4,262,000

The average increase from July to October since 1885 being \$5,449,500. When the discounts amounted to 130 millions the circulation equalled over 22 per cent. of that amount ; but now that discounts have reached

199 millions, the note issues are only 17 per cent. of that sum. This reduced proportion tells its tale in bank profits, the power of earning which is reduced as circulation fails to develop as rapidly as loans. We append another table comparing the leading items as they stood at close of October last, with those of same month ten years ago :

	October, 1894.	October, 1884.
	\$	\$
Reserve.....	27,261,000	18,479,000
Circulation.....	34,516,000	33,998,000
Demand deposits	67,950,000	43,056,000
Notice deposits.....	111,885,000	49,541,000
Specie.....	7,845,000	7,529,000
Dominion notes.....	15,672,000	11,659,000
Due by U. S. banks.....	22,604,000	12,538,000
Call loans.....	16,955,000	11,544,000
Discounts.....	198,888,000	143,000,000

This shows how very little help from their circulation the banks have had in enlarging their accommodation to traders by discounts; the one having only enlarged by \$518,000, while the other increased \$54,888,000, the money for which was, within a fraction, drawn from deposits, out of which, call loans and funds used in the United States took \$15,477,000 for increases since 1884. Discounts in October stood \$5,966,317 below their amount at same date 1893, business demands having been less, and the banks since the panic of last year in the States having been unusually cautious.

The bidding for a share in the Government loan, and since then for a part of the United States loan, by several of our banks, is a new departure for them, caused by so steady an inflow of deposits for which they are finding no satisfactory local outlets. Although this course is one they would much have preferred to have been able to avoid by using all their money in discounting trade paper, it has been commented upon in Eng-

STATISTICAL ABSTRACT OF THE CHARTERED BANKS IN CANADA.

<i>Assets.</i>	31st Oct., 1894.	30th Sept., 1894.	31st Oct., 1893.	Increase and Decrease for month.	Increase and Decrease for year.
Specie and Dominion Notes.....	\$23,517,957	\$23,566,990	20,588,935	Dec. 49,033	Inc. 2,929,022
Notes of and Cheques on other Banks.....	7,285,166	6,469,658	7,231,951	Inc. 815,508	Inc. 53,215
Due from American Banks and Agencies.....	22,604,212	21,440,033	14,839,370	Inc. 1,164,179	Inc. 7,764,842
Due from British Banks and Branches.....	4,216,625	3,909,120	3,918,869	Inc. 307,505	Inc. 297,756
Canadian Municipal Securities and Brit., Prov. or } For'gn. or Colonial, other than Dominion	9,880,715	10,411,798	9,469,472	Dec. 531,083	Inc. 411,243
Lailway Securities	8,359,770	8,383,193	5,976,631	Dec. 23,423	Inc. 2,383,139
Roans on Stocks and Bonds on Call.....	16,955,122	16,207,333	14,681,644	Inc. 747,789	Inc. 2,273,478
Current Loans to the Public.....	198,888,480	199,773,925	204,854,797	Dec. 885,445	Dec. 5,966,317
Overdue Debts.....	3,393,376	3,325,559	2,960,935	Inc. 37,817	Inc. 403,341
Total Assets.....	313,762,224	311,691,002	303,357,881	Inc. - 2,071,222	Inc. 10,404,343
<i>Liabilities.</i>					
Bank notes in Circulation.....	34,516,651	33,355,156	36,906,941	Inc. 1,161,495	Dec. 2,390,290
Due to Dominion Government	2,417,853	2,646,935	2,235,337	Dec. 229,082	Inc. 182,516
Due to Provincial Governments.....	2,246,589	2,968,901	2,659,315	Dec. 722,312	Dec. 412,726
Deposits made by the public.....	179,835,940	177,668,724	166,082,302	Inc. 2,167,216	Inc. 13,753,638
Do payable on demand or after notice between Bks	2,825,031	2,654,975	2,801,931	Inc. 170,056	Inc. 23,100
Due to American Banks and Agencies.....	118,887	116,267	179,695	Inc. 2,620	Dec. 60,808
Due to British Banks and Branches.....	4,502,018	4,268,502	4,966,668	Inc. 233,516	Dec. 464,650
Total Liabilities	226,912,318	224,062,249	216,267,661	Inc. 2,850,069	Inc. 10,644,657
<i>Capital.</i>					
Capital paid up.....	62,207,685	62,198,670	62,081,994	Inc. 9,015	Inc. 125,691
Reserve Fund.....	27,261,749	27,260,835	26,135,348	Inc. 914	Inc. 1,126,401
Directors' Liabilities.....	8,045,951	8,065,752	7,784,934	Dec. 19,801	Inc. 261,017

Deposits with Dominion Government for security of note circulation, being 5 p.c. on average maximum circulation for year ending 30th June, 1894, \$1,821,271. Reduced \$1,880 by Commercial Bank of Manitoba in liquidation.

land and in the States most favorably to Canada, so what the banks have lost in profits they have gained in prestige, and honor of this kind is usually an expensive article. Navigation is closed, and all indications point to a quiet, uneventful winter, to be followed, we trust, by better times next year.

MR. GRINDLEY RETIRES.

For several years it has been an open secret that Mr. Grindley, the popular general manager of the Bank of British North America, resident in this city, was feeling a desire to retire from this very responsible position, to enjoy a rest well earned by long years of devotion to duty. The Court, or, as we say, Board of Directors, in London, were averse to parting with so valued an officer; but the announcement is now made that Mr. Grindley has retired. This is received with very mingled feelings by his host of friends, they are glad at anything which will tend to preserve his health and add to his comfort, but will very much regret to have him absent from the bank, and trust that he may still be identified with it in another connection. Since 1854 Mr. Grindley has been in the service of this eminent institution in Canada. On arriving from England he was for about ten years manager of the branch at St. John, N.B., from whence he was promoted to Montreal, where he has resided some eighteen years, gaining for the bank a very high reputation: for himself as manager, the esteem and confidence of the customers and the commercial community, and, in his more private relations, such regard for kindness, geniality and courtesy as made him exceedingly popular in a large circle of friends, who most heartily wish him many, many years of health and strength to enjoy a life free from business anxieties.

MR. H. STIKEMAN.

The position vacated is to be occupied by Mr. H. Stikeman, a well tried and experienced banker, who entered the London office in 1869. He has since then represented the bank in New York, a position of great responsibility, and, after making himself familiar with Canadian business at various points, was removed two years ago to Montreal. Mr. Stikeman is no stranger to financial circles in Canada, and has already become very popular, and his appointment is regarded therein with much favor as one that will maintain the prestige of the Bank of British North America.

THE LEWIS INSURANCE CASE.

A very interesting insurance case has just been decided in the Supreme Court at Halifax before Chief Justice McDonald and a jury. This was an action brought by John Lewis against the Caledonian Insurance Company to recover \$2,000 insurance on the stock of John Lewis, in the store 158 Upper Water st., in the

city of Halifax, which was damaged by fire last March. There was also \$1,500 insurance in the Scottish Union.

The plaintiff set forth his loss as follows:

Clothing, \$1,872.

Jewellery, \$653.

Gents' furnishings, etc., \$1,372.

The jury, after being out nearly four hours, brought in the following answers to questions which were given them to deliberate on:

1. Did Lewis conspire with Reyno to set fire to the place?

No.

2. Did he make an over-valuation of the property damaged?

Yes.

3. Did he make fraudulent claims to the insurance company?

Yes.

4. Were the declarations thereof wilful misstatements?

Yes.

5. Were the declarations made to deceive the Company?

Yes.

The jury valued the stock as below:

Gents' furnishings, \$1,186.10.

Clothing, \$394.45.

Jewellery, \$175.

Shortly after the fire, John Lewis, Samuel Lewis and John Reyno, a clerk in Lewis' employ, were arrested for setting fire to the premises. John Reyno, the clerk turned Queen's evidence, and gave some startling evidence, and the accused were put back for trial. They were subsequently tried before the County Court Judge under the Speedy Trials Act, and were acquitted.

Messrs. Drysdale & McInnis acted as solicitors for the Caledonian Co. in the above cause. Mr. Drysdale's address to the jury was very highly commented on.

MEETING OF THE "INSURANCE HOCKEY LEAGUE."

The general meeting of the League was held on 24th November. The following officers were elected:—

Hon. President—R. Wilson Smith.

President—F. C. Budden, Phoenix of London.

Vice-President—Bert Watt, Guardian.

Secretary-Treasurer—G. Jacoby, Royal.

Companies represented by above League are Royal, North British & Mercantile, Phoenix of London, Guardian and Standard Life.

These will during the season play "single teams" *i.e.*, teams selected from one office only.

During Hockey Season, Mondays, from 8 to 10 p.m., the "Prince Arthur Skating Rink" has been secured.

MEETING OF "THE INSURANCE LEAGUE OF AMALGAMATED COMPANIES."

At a meeting held Wednesday, 23th November, in the Imperial office, the following officers were elected:—

Hon. President—B. Halloween Brown.

President—W. J. Forbes.

Vice-President—G. C. Hiam.

Secretary-Treasurer—Allen Dods.

Four teams have been formed representing the following companies:—

1. The Imperial & Phoenix of Hartford.

2. The London & Lancashire Life and Atlas & National.

3. The Northern and Aetna.

4. The United Fire and Queen.

This is an independent League playing teams selected from one or more offices, in contra-distinction to the "Insurance Hockey League" which plays teams each representing one office only.

We wish success and "good sport" to both organizations in this gayer "insurance field."

THE NEW YORK LIFE INSURANCE COMPANY.

We have just received a most interesting and satisfactory statement of the affairs of this Company as they existed on 30th June, 1894. It is called "*The Seven States' Examination Committee's Report.*" The "Committee" consisted of the Commissioners and Superintendents of Insurance of seven, States, viz: Massachusetts (chairman), Illinois, Kansas, Kentucky, Missouri, Ohio and Texas. The idea of the appointment of such a commission originated with the President of the New York Life, Hon. John A. McCall, who holds that the periodical State examination of life insurance companies is salutary and of the utmost importance.

The Company points out that the report couched in simple yet strong language is not made up of "paper figures," but shows actual figures, actual facts, as found by the Commissioners. This then is the sum of their finding, standing out in relief, and it is a result to which the Company and officials point with pride:—

Assets, \$155,453,428.73.

After providing for all possible liabilities, including \$135,058,291 for outstanding Policy Reserve as per "Combined Experience Table of Mortality" with 4 per cent. interest, the total of same amounted to

Liabilities, \$138,124,363.81.

By the severest test (we copy from the certificate of the seven commissioners) the net surplus to policyholders, after providing for every liability and deducting agents' balances, was, on June 30, 1894,

Surplus, \$17,329,064.92.

We note bonds and stocks owned are \$98,290,068.49, and this class of security is very valuable just now, and has greatly increased in value during the year, owing to the abundance of money seeking investment. We have every reason to believe that the valuations given of bonds, stocks and real estate are fair, and in this connection would refer to the valuation put on the Company's building in Montreal, which, costing in the neighborhood of \$700,000, appears in the report only at \$480,000.

The New York Life has to-day about 300,000 members, under the protection of its policies, representing some eight hundred millions of dollars of assurance. During the past half century it has paid to policyholders or their families nearly \$200,000,000!

With some reason this wealthy, ever growing giant claims for itself a foremost place among the great beneficent institutions of the world.

A careful perusal of the report alluded to, a copy of which the Company will gladly supply, will well repay policyholders, life solicitors, agents, intending assurers and all interested in Life Assurance.

As the report did not reach us until going to press, we have neither space nor time for further comments at present, but we most heartily congratulate President McCall and the officials and policyholders of the New York Life on the result of this critical examination.

THE LATE WINNIPEG FIRE.

Western Loan Company's Building.—Loss 50 per cent; insurance \$30,000: Guardian \$7,500; Hartford \$2,500; Norwich Union \$10,000; Royal \$2,500; National \$7,500.

Wright's Stock.—Loss total; insurance \$28,500: Alliance \$2,500; Commercial Union \$2,500; Imperial \$1,500; Lancashire \$4,000; Liverpool & London & Globe \$2,500; London \$4,000; Northern \$2,500; Queen \$2,500; Royal \$2,500; Sun \$2,500; United Fire \$1,500.

Mitchell's Stock.—Loss total; insurance \$9,000: Alliance \$1,000; Imperial \$2,000; North British \$2,000; National \$2,000; Sun \$2,000.

Sundry Minor Insurances.—Loss total; insurance \$5,800: Commercial Union \$3,100; London \$1,000; Manitoba \$1,000; Phoenix of Hartford \$700.

Merrick & Anderson's Stock.—Loss total; insurance \$32,600: British America \$5,500; Commercial Union \$5,000; Eastern \$5,000; Manchester \$2,500; Royal \$5,000; Scottish Union \$2,500; Union \$3,600; Sun \$8,000.

Campbell's Building.—Loss total; insurance \$14,000: British America \$1,000; Hartford \$1,000; Phoenix of London \$2,000; Queen \$5,000; Western \$5,000.

Grand Union Hotel.—Loss total; insurance \$18,000: Caledonian \$2,500; Commercial Union \$5,000; North British \$2,500; Quebec \$1,500; Scottish Union \$2,500; Norwich Union \$2,500; Union \$1,500.

Other Buildings, Dwellings, etc.—Loss total; insurance \$4,550: Guardian \$500; London & Lancashire \$800; Manchester \$350; Norwich Union \$1,000; Phoenix of London \$1,000; Western \$900.

Summary—Total insurances \$142,450. Total losses \$127,450.

JOTTINGS.

By JUNIUS JUNIOR.

In another column will be found a letter from Mr. C. C. Hine, of New York, commenting on some remarks made in this column of the last issue. My reply, or rather rejoinder, is made at the close of the letter, and I now only refer to it to enable me to say that I am always open to be corrected or criticized for any statement made in these "Jottings." At the inception I plainly stated that they were only to be considered as rambling remarks, not treatises on given subjects, but disjointed and perhaps incoherent sentences. Still, whatever they are, they must naturally be open to challenge, and I shall always welcome such letters as that written by my old friend "Ye Patriarch."

During the past three or four weeks, a paragraph has appeared in several journals, recording the settlement of the fire claim of Ross Bros. of Whitby. This fire occurred in February, 1894; the insured, I understand, made a claim of something like \$7,000, the adjuster representing the companies offered about \$2,000. The insured declining to accept this sum, an arbitration was demanded, and after a patient protracted hearing, the arbitrators awarded \$7,401.08, and all costs which involved the payment by the companies of a sum in excess of \$11,000!! I do not know the names of the companies interested, or of the adjuster or appraiser; but as my "Jottings" this week are to be on the subject of "Adjusters and Adjusting," I cannot do better than recite this special case at the commencement, as affording an illustration of "how not to do it."

In the adjustment of any fire claim, I presume no difficulty will be found when both parties are of the one mind, viz., that

it is the duty of one to ask, and of the other to give, what is fair and right,—in other words, when the basis of the transaction is the golden rule of doing unto others as we would be done by. Let one or other depart from this principle, and at once there is created an almost insuperable barrier, which will only yield the fruits of discord, and end in dissatisfaction to one or both sides. While not arguing on the merits of the case of Ross Bros., we have there an appropriate illustration of the point just made. Who violated the old rule,—the insured or the adjuster? That both should have acted up to the standard is impossible, for when, in estimating a loss to a dry goods stock of the value of \$18,000, there appears the enormous difference of \$7,000 and \$2,000, it stands to reason that one side or the other must be "squeezing" without any regard to the principle of fairness and equity.

Now, I am going to make a statement which may, and doubtless will, meet with much opposition—still, it is one of the beliefs I have, and I must state it. I believe the professional adjuster of this Continent has done more to create ill-will between the insured and the companies than will ever be fully realized or known, certainly more than the class will ever redeem. I state the opinion without any qualm of conscience, that the underlying principle of a professional adjuster in many cases (not in all, I am happy to say, for here in Montreal we have men who are above such a thing) is not what is the man's loss, but how little can I get off for, and how much salvage can I make for the company? The very nature of the business tends in this direction, it is demoralizing to the man, and the adjuster who rises superior to it is a treasure worth keeping and sustaining.

We cannot, I suppose, do without professional adjusters, but we can and should instil into them that their duty is not so much to make a salvage as it is to investigate each claim in a business-like way, to act on the square, and to see that in every honest case, the insured gets his honest loss.

Another evil of our present system, and equally as deplorable as an unreliable professional adjuster, is the too frequent use of the system of appraisal. How frequently is the course of procedure something like this: Mr. A. is a professional adjuster who is employed to adjust a loss, he visits the premises forthwith decides an appraisal is necessary, employs Mr. B. to represent the companies, and the assured is called upon to employ Mr. C. for the same purpose. Thus there is a two-fold opportunity for "charging," a double prospect of breaking the "Golden Rule," and the greatest probability of causing intense dissatisfaction to all concerned. In this way the cost of adjusting losses is becoming burdensome, while it is not in my judgment accomplishing any good end.

My own impression is that the old-fashioned English system of "assessing" is that which is needed to restore equilibrium and confidence. Instead of employing every Tom, Dick or Harry who may have a claim upon the companies, and in sympathy employed by them, let competent men be trained and engaged, specialists if you like, but men capable of assessing damages minutely and correctly; let there be more confidence between the assured and the assessor, more personal negotiation, then there will be less probability of repetition of the Ross Bros. case, and many similar cases, our adjusting will be done more economically, and greater satisfaction will, I am sure, be generally experienced. It is not necessary that a dry goods loss must be adjusted by a professional adjuster, and appraised by a man who has made a failure in the dry goods business. Let us have more common sense in adjusting, and I am confident that the feeling which now generally exists, that it is the practice of companies to "beat down" the unfortunate loser, will disappear, and confidence will be restored between the assured and the insurer.

Correspondence.

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

TORONTO LETTER.

A rally of the fire fiend.—"Lloyds' wild cats"—The Toronto Board investigates the electric lighting and power hazard—Mr. A. I. Hubbard—C. E. Goad, C. E., "bon voyage"—The new Plate Glass "combine." Barberous.

DEAR EDITOR,

After a reasonable rest in Ontario, the realization of the insurance monies for the benefit of whom it may concern seems to be once more making progress. Midland, Gananoque, St. Mary's, Niagara Falls, Collingwood, Oshawa, have all been heard from, and as a consequence adjusters and appraisers are overrun with work. The closing weeks and days of any year are always times of special anxiety for insurance managers. Naturally your correspondent, as interested in Ontario, would like it to prove itself the "banner province" as regards profit for 1894. I really believe it will be so unless December gives us more than the usual average of loss.

I do not know if your insurance friends are in frequent receipt of circulars, statements, etc., soliciting business, and emanating from New York usually, from parties representing the various Lloyds' fire organizations, which lately have manifested great activity. It is not likely that many of the well informed ones will attempt to place surplus lines through such media, but if any do or contemplate doing so, it would be well for them to ascertain what security is offered for the payment of possible losses, always assuming all other details to be satisfactory. The *Insurance Age* states that a Mr. Hess sued the Guarantee & Accident Lloyds for \$1,000. One hundred members owing him \$10 each, he has to sue each individual. He has sued one, gained a verdict for \$10, carrying \$21.50 costs. The judgment debtor has now appealed! A nice out-look ahead for Mr. Hess. It is stated that the Supreme Court of Illinois holds that individual members of any Lloyds Insurance Association are liable for unpaid claims of the association, as having no statutory authority to do what they assume to do and having usurped the powers of a corporation, not being one in fact. This means I suppose the unlimited liability of each member to extent of his total belongings. "A horde of Lloyds' wild cats have overrun Illinois," a correspondent says, and that the Insurance Department of New York is to blame for their propagation and growth.

The Toronto Board of Fire Underwriters have been giving special attention to the fire hazard attending the use of electric light and power, especially the extra hazard where power is taken from a trolley wire. The evidence so far goes to show that the current from a trolley wire had better be left alone, as experts say reasonable safety cannot be looked for, under its use, however well protected. A higher or any rate hardly meets the case if this be true. \$3,204,000 for fires in U.S. during 1893 from electric wires and lights certainly beats the "keresene record."

I learn that Mr. A. I. Hubbard, of their Montreal staff, has been appointed manager at Toronto by the London Guarantee & Accident Co. Mr. Chas. E. Goad, of insurance plans fame, has bidden us goodbye for a time, and gone to the West Indies on a business trip, with, I hope, a little pleasure combined.

At last, the Plate Glass Companies, after several attempts, seem to have united in a tariff of rates. This agreement, duly protected by penalties, etc., is likely to last longer than former ones. It goes into force on 1st prox, I believe. Much complaint has been made of the excessive cutting of rates in a wild competition, up to date. A better prospect of profit is now before the shareholders.

Barbers, as you know, are reputed to be incessant talkers and gossips. When last in your city I met a silent one. Nevertheless I tried to get a little humor out of him. When finishing me off he said: "Will you have witch-hazel or hay rum applied?" Thinking to be facetious I said, "which?" using a Western form, but he did not or would not see me, and repeated his formula, whereupon I replied, "hay rum" and closed the deal.

Yours,

ARIEL.

TORONTO 25th, Nov., 1894.

THE COMPANIES ARE NOT LITIGIOUS.

To the *Editor* of the INSURANCE & FINANCE CHRONICLE :

DEAR SIR.—In your issue of the 15th October, Junius Junior, in speaking of "Claims Resisted" by the Fire Insurance Companies, says:—"At the close of the year there were cases resisted and in suit to the amount of \$86,454, representing a little more than 1½ per cent. of the losses actually paid."

I have no doubt that even this is a large overstatement of the actual facts. In the Department reports in the States the "amount resisted" is the *whole* amount resisted at the close of the year, and not the litigation of that year alone. A careful examination of the dates of the fires compared with the dates of the decision of the cases, say in the volumes of the *Insurance Law Journal*, will show that the average insurance case remains in court between four and five years. If we call it four years, then the "amount resisted" includes the litigation of four years, instead of one, and your percentage of 1½ must be divided by four to come at the actual proportion litigated by the companies, which is about ⅓ of 1 per cent. That is about the way it is in the States, and I think the practice of the companies on both sides of the Line is about even, and that you will be quite safe in saying that out of each \$100 of adjusted losses, your companies pay \$99.62, and only go to law about the other 38 cents. I think it is a provable fact that there is no other interest at all approaching insurance in the extent, intricacy and, frequently, the complexity of its transactions, that pays its debts so promptly, so fully and so honorably as does insurance.

Insurance companies are not litigious,—on the contrary, they are quite the reverse. I may add that the reason why Insurance cases remain in Court so long is the fear the companies have of a jury. They are afraid of the Courts, and prefer payment to litigation, except in such cases as involve some serious principle where they have so clear a case that they feel pretty sure of winning; and so when they go to Court, they go to win, and consequently go to stay.

C. C. HINE.

REPLY BY JUNIUS JUNIOR.

From such an eminent authority as "YE PATRIARCH," I cannot disagree, nor, indeed, is there any disagreement in the expression of our particular views. I really did not attempt to analyze closely the actual percentage of claims resisted to claims paid, for the very reasons stated so clearly in Mr. Hine's letter; it was not necessary to do so, moreover, because the facts lying on the surface of the *Blue Book* presented a sufficiently clear basis on which to found a decided opinion that our companies "are not litigious." Of this I was and am convinced, no sane man could be in doubt; but the case as presented above confirms the argument with an authority which cannot be doubted. I do not quite follow Mr. Hine's reasoning on the question of the claims resisted being divided into "four," for while litigation in the States may extend over four years, there is at least in our own country a large proportion settled in much less time, and I think we must be prepared to admit that the amount of claims resisted as taken from the *Blue Book* may bear dividing in two parts instead of in four, as in the States.

Whether you take it one way or the other, the argument deduced is the same, and this cannot possibly be better expressed than in Mr. Hine's words, "there is no other interest . . . that pays its debts so fully and honorably as does Insurance." With this conclusion I most heartily concur.

JUNIUS JUNIOR.

FINANCIAL ITEMS.

Exchange bills drawn in triplicate are no longer to be issued; this decision has been come to by New York bankers. The rarity of vessel accidents now-a-days renders this old custom needless. An agreement to this effect has been signed by all leading banking houses in New York, amongst the signatories being, the Bank of Montreal, the Merchants' Bank, the Bank of Commerce, and Bank of British North America.

The Empire State Savings Bank, Buffalo, N.Y., was robbed some time ago by its cashier. The depositors who lost a portion of their money in consequence of the fraud have entered suit against the directors, to recover the amount on the ground of culpable negligence, they signed statements as to the condition of the bank which by ordinary care they would have known to be false. It is fully expected that the directors will have to pay the claims.

The crops of Ontario for season 1894 are stated officially to be as follows, with yield of last year, and the averages for all years from 1882 to 1894;

	1894.	1893.	Av. 1882-94.
Fall wheat, bush	16,512,106	17,542,248	18,087,861
Spring wheat, bush	3,367,854	4,486,063	8,051,869
Barley, bush	10,980,404	9,806,088	17,427,255
Oats, bush	19,867,716	58,584,529	59,793,563
Rye, bush	1,386,606	994,771	1,565,075
Peas, bush	14,022,888	14,168,955	13,982,527
Buckwheat, bush	2,534,435	2,380,456	1,659,616

The low price of silver, in spite of a largely reduced output, is puzzling some economic writers. In January this year the production was 5 million ounces, and the price 68 cents; month by month since then the output went on decreasing, until it only amounted to 2,200,000 ounces, yet the price fell to 62½ cents—a drop of 15 per cent. There is no mystery as is alleged. The lowered price, despite reduced production, simply shows that the demand was sinking at a faster rate than the output was diminishing. The States that produce silver no doubt have suffered from the cessation of silver purchases by the Treasury, but they would have suffered worse had those purchases gone on, for they would have been involved in the financial ruin that would have overtaken the country.

Several legal decisions reported by the *American Banker* are of general interest:—

(1) A note written on the same sheet of paper with an application for insurance is not rendered void by being detached therefrom.

(2) The payee of a cheque who indorses it warrants to the indorsee its genuineness both as to the drawer's signature and the amount expressed therein; and he cannot attack its validity, as against the indorsee, on the ground that the drawer's signature was forged and that the amount therein was raised before his indorsement.

(3) An order for the payment of a designated sum from a specified fund which may or may not be sufficient for its payment is not a negotiable instrument.

(4) The negotiable character of a draft is not impaired by its calling for exchange, where the amount to be paid as exchange is susceptible of ascertainment.

One of the most striking differences between the banking methods of American banks and those of Canada is in the almost entire absence in the latter of any systematic borrowing or having permanent loans from other institutions. In the States many banks borrow very largely indeed from other banks, or discount heavily. The Bank Commissioner of Kansas, in a recent address, condemned this as exposing a bank to serious injury at any time a financial stringency occurred, for in such times they are liable to be called on to pay when it is most difficult to make collections, and their funds are needed to meet the demands of depositors. He therefore called on the banks of Kansas to reduce their indebtedness to other banks, which in January, 1893, amounted to \$1,721,739, and in response the amount was reduced in July last down to \$769,056. Canadian bankers are sagacious enough to act prudently without the bit of a State Banking Commissioner being put in their mouths.

The Baring liquidation is practically ended. Mortgage debentures secured by a large body of securities will be issued for \$7,500,000 to pay off the Bank of England, and take the concern out of the way.

Notes and Items.

The Colorado Insurance Superintendent is in New York, making an enquiry into Lloyds, to decide if the system will be allowed in that State.

"The Pennsylvania Underwriters" is to be the title of the combination formed of the Insurance Co. of North America and the Fire Association.

The Phoenix Fire office, London is said to be arranging to become a limited liability company, and to make public statements periodically, which it has not hitherto done.

The Brewers' and General Fire Insurance Co. suffered a drop in its premium income of over 50 per cent. after being at work little over a year. These specialty fire insurance concerns are on too narrow a basis to ensure success.

Lost policies was a theme discussed at New South Wales Insurance Institute. The upshot was a strong recommendation to policy holders to put these documents in a safe place. Persons are not aware of the trouble that may arise from a lost policy.

Bids for the new United States loan were made by the Bank of Montreal and the Bank of B. N. America. The former offered to take \$750,000 at 117.15 to 117.20, \$300,000 at 116.77, \$300,000 at 116.92, \$400,000 at 117.08. The latter bid for \$200,000 at 116.75, \$240,000 at 116.25, \$285,000 at 116.50.

The maximum limitation of \$5,000 in case of accidents fixed by statute in New York State has been removed, and the sum payable to the injured is now left to the discretion of juries. Persons liable to injury on railroads or elsewhere should make sure of compensation by taking an accident policy.

An incendiary at Long Island City has confessed that he set fire to the house of the manager of the Manhattan Life Co., which he had burglarized, in order to cover his tracks—not the first case of the kind by many, hence one great value of a Burglar Alarm system,—it removes risks of fires started by thieves.

We do not wish to particularize, but would point out to the owner of one apartment building of some prominence in this city, that a fire nearly occurred in it this week from a lamp being upset which was being carried about, there being no gas in the corridor. Oil lamps in such buildings ought to be prohibited.

Danger to iron work used for beams, posts and girders in high buildings is suggested by the U.S. Review as a probability from electrolysis which has been proved to be damaging to iron pipes. A current may be established from any one of the many dynamos in a locality, which are used for lighting or power, and the effect would almost certainly be mischievous.

Insufficient Fire Insurance was shown in a recent fire in Toronto to be penny wise and pound foolish. A retailer, whose building and stock were worth \$9,000, was only carrying insurance for \$4,000, which soon was swept away, and he "was left lamenting" his inexcusable parsimony. He had only just reduced his insurance by \$3,000, thinking to economize on premiums.

Are Accident Insurance companies liable when the insured person meets with physical damage caused by his being intoxicated? is a question now being considered by a Court in the United States. In the case in question the policy holder was stumbling about his house, and fell downstairs. Such manifest "contributory negligence" seems an equitable bar against a claim on the insuring company.

A safe for business books one would suppose every trader would have; but some object to the cost. A man of this class recently had all his books burnt, and he now has no trace of several thousands of dollars owing to him, nor evidence either of the payments he has made for many years, so he is now at the mercy of both his debtors and creditors. Another similar case is reported in Ontario. "Safe bind, safe find," is a good motto.

The Lightning Clause in policies, says the New York *Insurance Journal*, has been improved in order to remove the uncertainty as to whether damages caused indirectly by lightning could be recovered under an ordinary policy in that State. The clause now reads: "This policy shall cover any direct loss or damage caused by lightning (meaning thereby the commonly accepted use of the term lightning) and in no case to include loss or damage by cyclone, tornado, or wind storm."

A risk from the use of natural gas is little realized, but is quite serious. The natural gas companies have no means of cutting off the supply except from the basement of the structures themselves. This is an element of hazard not taken into consideration by underwriters, for in case of a severe basement fire the escaping gas might cause the total destruction of the building. At a recent fire the gas went on blazing at a great rate after everything around had been burnt up, and the flame could not be checked.

A remarkable accident insurance case is being investigated at St. Louis, Mo. A man named Mitchell, while standing on a train platform, was thrown off, and killed. He carried \$52,000 accident insurance, of which had been taken out on the same evening he was killed \$42,000. The rapidity with which this insurance was turned into a claim very naturally excited suspicion, and the affair is under enquiry. Anyway, it is a singular lesson as to the uncertainty of life, and of the necessity for assurance from accident chances.

Estate duty Insurance, to provide for the amount levied by the government on death of property owners, is being done extensively in England. A question having arisen as to whether the insurance money would be available when needed to meet the tax collector, a number of the insuring companies, amongst them the Liverpool & London & Globe, the Royal, and the Northern, have written public letters assuring policyholders and others that on proof of death, no delay will occur in paying claims. We note in this connection that one wealthy nobleman has divested himself of all his possessions by direct gifts to his son, in order to avoid the "succession" tax.

A very powerful organization has been formed in Chicago, with Mr. Lyman J. Gage, the leading banker in that city, as president, the object of which is to secure legislation by which the local Police force and all city departments will be placed under the control of a Civil Service Board, a plan which has been found to work well in Massachusetts. There is manifestly need of some reform in municipal, local self-government when at this time some six committees are at work on this continent investigating police management and other matters of civic concern.

Owing to recent serious fires in Winnipeg, an advance of 25 per cent. in the rates applying to all risks except those schedule rated has been put into force until such time as the fire appliances and system of water works is brought to an efficient state.

The City authorities have proposed adding a new steamer and an aerial ladder if the advance is taken off, but they say nothing about the water works, and for a city the size and importance of Winnipeg, a good system of water works is absolutely necessary to afford proper fire protection.

"Average Condition" is the term given to a clause in the policies covering farm risks in Scotland. Under it the insurance must be to extent of three-fourths of the value of what is covered. If the insurance has been effected for less than that proportion, the farmer will have to bear himself a share of the loss in the same proportion as the insured sum bears to the actual value of the property at the time of fire. This provision, though equitable, will be found not easy at times to be enforced, as fires, especially fires on farms, frequently leave no trace of what extent of property was destroyed, or of its condition before the fire.

A Syndicate of New York bankers secured the whole of the new \$50,000,000 loan, at 117.07; "all or none" were their terms. It is expected that the gold deposited on account of these bonds will send up the gold reserve to \$117,000,000, which is a higher point than it has reached since early in 1892. The specie will be drawn from banks in New York, Boston, Chicago, Philadelphia and San Francisco. Already this drain of gold has had a stiffening effect on the money market, and some sales of the new bonds have been made at an advance. The next point is, how can the Treasury keep up its gold reserve? Our contemporary the *N. Y. Journal of Commerce* urges to this end that the banks furnish gold or gold certificates to importers to pay customs duties, which help, it says, "would be infinitely more effective than the 50 millions they have advanced."

A very important case is that of the Home Insurance Co. vs. Winn in the Supreme Court of Nebraska, being an appeal from the decision of a lower court adverse to the insurance company, the policy on which suit was brought required the assured to present certified copies of all bills and invoices, the originals of which have been lost, and to produce his books and accounts, and also provided that "all fraud or attempt at fraud by false swearing or otherwise shall cause a forfeit of all claim on this company." The assured admitted that he knowingly and deliberately altered his invoices in such manner as to make his purchases appear some \$1,700 greater than they had in fact been, claiming that he had been informed that it would be necessary for him to do this in order to get the actual amount due him. In the case under consideration the policy was for \$1,000 and the verdict for \$945. The court therefore held that the misrepresentation was material, and operated to defraud the company, and the decision of the lower court was reversed, and the case remanded.

The risk of death or injury to trainmen and passengers is much less now than 25 years ago, but the risk of accident to general and every inhabitant of large towns and cities has greatly increased, the risk increases as the rapidity of street travelling is increased, and other conveniences are provided which require mechanism that is always more or less risky. The *New York Evening Post* states that several hundred cases are to be tried of claims against the Brooklyn City Railroad Company for injuries by the trolleys.

New Brunswick Board of F. U.—At a meeting of the New Brunswick Board of Fire Underwriters, held on the 26th November, the following resolution was passed:

Resolved, That the members of this board, having heard with deep regret of the death of Walter C. Fairweather, the inspector for the Maritime Provinces of Canada of the Imperial Insurance Company, desire to express their appreciation of his high character and ability, and they extend to his father and other members of his family heartfelt sympathy in their deep affliction; and further:

That a copy of this resolution be sent to the father, Geo. E. Fairweather, and that it be published in the *St. John* daily newspapers and in the *INSURANCE AND FINANCE CHRONICLE* of Montreal.

PERSONAL MENTION.

WE ARE PLEASED to learn that Mr. Wm. Tatley is somewhat improved in his health. We are sure that his numerous friends will be glad to learn this.

MR. E. P. HEATON, manager of the Guardian Assurance Co., is at present visiting the Lower Provinces, in connection with the business of his Company.

AMONGST THE VISITORS to Montreal during the past few days was Mr. C. C. Hine. We are pleased to observe that "Ye Patriarch" looks as hale and hearty as when first we met him some 14 years ago.

AMONGST THE RECENT Insurance visitors to Montreal were Messrs. J. J. Kenny, of Toronto; Thos. Kerr, chief inspector of the Standard Life, Toronto; A. I. Hubbard, of Toronto; B. F. Steben, of Ottawa; and R. H. Carney, of Sault Ste. Marie.

MR. A. I. HUBBARD has been appointed manager for Canada of the London Guarantee & Accident Co., in succession to the late Mr. C. D. Richardson. Mr. Hubbard has been for some years connected with the Company as general agent at Montreal. He has always been an active and conscientious worker, and we are sure he will fill the important position to which Mr. Anderson, the London secretary of the Company, has seen fit to appoint him, with satisfaction to all concerned, and we believe that under his supervision the affairs of the Company in the Dominion will be ably administered. We join his many friends in wishing both himself and his Company abundant success. He will make his headquarters at Toronto.

MR. J. J. KENNY, the popular Managing Director of the Western Assurance, spent a few days in Montreal last week. Mr. Kenny, as our readers know, is also vice-president of the British America Assurance Co., with Mr. Geo. A. Cox, president. Under the auspices of these gentlemen, ably assisted by Secretary P. H. Sims, we are glad to learn the old "B. A." is making satisfactory progress. The "Western" and "British America" are probably the most popular fire offices in the Dominion, and the position they occupy is largely, if not altogether, due to the able and honorable manner in which their affairs are managed. We think that for excellence of arrangement, suitability, convenience and elegance, the respective Toronto offices of the Western and British America are unsurpassed on this continent. We are led to believe that this year will prove a financial success for both offices, should nothing exceptional occur during the next thirty days.

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1880	82,326	227,424	3,064,834
1885	273,446	753,661	8,259,361
1890	489,858	1,711,686	13,710,800
1893	614,951	2,590,424	17,551,107

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232 St. James Street, Montreal

THE GREAT = WEST

Life Assurance Co.

Capital Subscribed, \$400,000 | Reserve Fund, - \$54,720
Capital Paid-Up, - 100,000 | Deposit Dom. Govt. 56,000
Business in Force, over - \$4,000,000.

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.

Alexander Cromar, Manager for Ontario,
12 KING STREET, EAST, TORONTO.
A. B. Mitchell, General Agent for Nova Scotia,
35 UPPER WATER ST., HALIFAX.
Charles Campbell, Manager for New Brunswick,
105 PRINCE WILLIAM ST., ST. JOHN.
Leonard Morris, General Agent Prince Edward Island
SUMMERSIDE.

THE WATKINS

Automatic Fire Alarm System

OPERATED BY

The DOMINION BURGLARY GUARANTEE CO., Ltd.

The only perfect automatic system.

Indicates exact location of the fire.

Accurate, prompt and easily operated.

In practical use over 20 years.

Effects great saving of premiums.

The only system recognized in the United States. Endorsed by the Fire Underwriters of New York, Boston and Philadelphia.

The special attention of Fire Insurance Agents is directed to the above.

Full particulars will be given on application to the Manager at Company's Offices.

HEAD OFFICE, Guardian Building, MONTREAL.

JOHN A. GROSE, MANAGER.

STILL AT THE HEAD

THE NEW No. 4

Caligraph Typewriter

Call and See it



Equalized Leverage, New Reversible Platen, New Front Release Key, New Line Space Lever, New Ribbon Support.

THE NEW No. 4 is the most perfect Writing Machine yet made.

MORTON, PHILLIPS & CO.

Stationers, Blank Book Makers and Printers.
1755 & 1757 Notre Dame St., MONTREAL.

Scottish Union & National

Insurance Company of Edinburgh, Scotland.
ESTABLISHED 1824.

Capital, - - - - - \$30,000,000
Total Assets, - - - - - 40,508,907
Deposited with Dominion Government, - 125,000
Invested Assets in Canada, - - - - - 1,415,488

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.

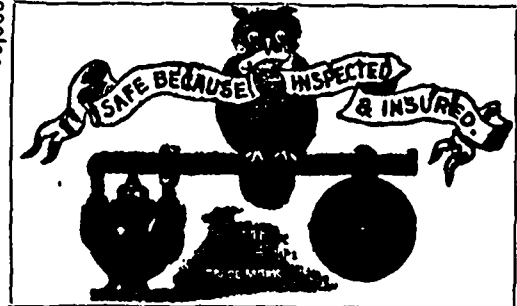
This Company commenced business in Canada by depositing \$300,000 with the Dominion Government for security of Canadian Policy-holders.

THE Steam Boiler & Plate Glass Ins. Co.

OF CANADA.

Head Office, - LONDON, Ont.

Subscribed Capital, \$200,000



Full Government Deposit

DIRECTORS.

E. JONES PARKE, Q.C., President. **F. A. FITZGERALD**, Esq., Vice-Pres.
Hon. DAVID MILLS, Q.C., M.P. (President Imperial Oil Co.)
(Ex Minister of the Interior.) **JOHN MORRISON**, Esq.
T. H. PURDOM, Esq., London. (Ex Governor British America Ass'ce Co.)
J. H. KILLEY, Hamilton, Ont. **JOHN FAIRGRIEVE**,
Consulting Engineer. Chief Inspector.

JAMES LAUT, MANAGER.

Our Steam-Boiler Policy covers all loss or damage to the Boilers; also to property of every kind on the premises, or elsewhere, for which the assured would be liable in case of an explosion, and includes regular inspection by an expert engineer during the time that the policy is in force.

Our Plate Glass Policy covers all loss through breakage by accident of Plate Glass Windows, Mirrors and Show Cases.

PROVIDENT SAVINGS LIFE ASSURANCE SOCIETY OF NEW YORK.

SHEPPARD HOMANS, President.

Nineteenth Annual Statement

FOR THE YEAR ENDING DECEMBER 31st, 1893.

Income.....	\$ 2,149,859.61
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. FRAILEIGH, Secretary.
A. WHEFLWRIGHT, 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.

FIRE. LIFE. MARINE.
COMMERCIAL UNION

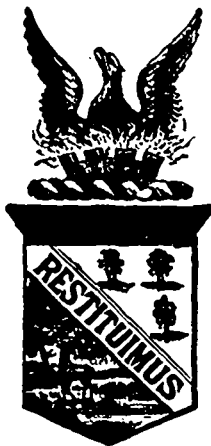
Assurance Company Ltd. of London, Eng.

Capital and Assets, - - - - - \$27,947,930
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,

O. 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. MORRISEY, - - 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,

AGENTS WANTED. Manager.

THE
CANADA ACCIDENT
ASSURANCE COMPANY.

HEAD OFFICE:

1740 Notre Dame Street, - MONTREAL.

SUCCESSORS TO

THE ACCIDENT INSURANCE COMPANY

of North America,

THE MUTUAL ACCIDENT ASSOCIATION, Limited,
of Manchester, Eng.

AND THE ACCIDENT BUSINESS OF

THE SUN LIFE ASSURANCE COMPANY of Canada,

THE CITIZENS INSURANCE COMPANY of Canada.

Writes all approved forms of Accident business, including

PERSONAL ACCIDENT. EMPLOYERS' LIABILITY.
ELEVATOR LIABILITY. PLATE GLASS.

Largest Assets in Canada of any Company doing business in Canada.

LYNN T. LEET, Manager.

RELIABLE AGENTS WANTED.

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,

NEW BRUNSWICK BRANCH,

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

Head Office, Halifax,

Head Office, St. John,

Head Office, Winnipeg,

ALF. SHORT, General Agent

H. CHUBB & CO., General Agents.

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, *President.* J. J. KENNY, *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,*
 42 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..... 2,250,000

LOSSES PAID SINCE ORGANIZATION, \$2,000,000

DIRECTORS :

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

HON. S. C. WOOD	ROBERT BEATT
GEO. E. R. COCKBURN, M.P.	W. B. BROOK
GEO. McMURRIUGH	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,	223,848,901.00
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 issued 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,	\$641,975.56

DAVID BURKE, GENERAL MANAGER.

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