

The Chronicle

Banking, Insurance and Finance

ESTABLISHED JANUARY, 1881

PUBLISHED EVERY FRIDAY

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MONTREAL, JULY 28, 1916.

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BANKING RESOURCES AND BUSINESS.

An interim report on the Georgian Bay canal scheme is scarcely a publication that would be ordinarily looked to for a suggestive and stimulating discussion of Canadian banking phenomena and problems. Mr. Sanford Evans, the chairman of the commission which has under consideration this scheme, and who formerly had, if memory serves, a great deal to do with the placing of Winnipeg's finances on a satisfactory basis, takes, however, a wide view of his duties and rightly considers that financial facts, together with all other underlying facts, should be examined in a consideration of the problems affecting the distribution and division of commercial and industrial traffic. The result of his activities in this connection is a sketch which, we imagine, will be henceforth included among the select list of writings on the Canadian banking system which deserve attention and study.

* * *

Mr. Evans devotes a good deal of attention to the subject of the banks' Canadian loans. The statistics of these for the years 1909-1915 inclusive show, he points out, that the peak load of loans is encountered by the banks, not in the autumn but in the spring months. With the aid of a little greater note circulation, with slightly larger deposits and with greater activity in the turnover, the banks can handle the autumn business and the moving of the crops with a smaller relative dead load than falls upon them when the activity of settlement declines after the turn of the year and it becomes necessary to carry over for several months what was not liquidated in the autumn. At present there is in Canada business pressure twice a year, in the early summer months and in the fall. Accordingly, Mr. Evans points out, if it should be decided that it would be in the interests of the Dominion that a larger proportion of wheat should be held over, so that excessive autumn marketings could be avoided, the question would arise whether,

with the present banking resources of the Dominion, it would be practicable to carry a much heavier load from January to May. This would lead to such other questions as to how banking resources could be increased, or how the business system could be altered to distribute the load better and to produce more frequent turnovers, particularly in the spring months.

* * *

The question of the provision of more banking resources, if they were found necessary, and the possibility of their increase out of local financial supplies opens up a wide vista for consideration. Responsibility, Mr. Evans points out, would not necessarily fall solely on the banks. If present banking resources are not adequate to the needs of Canadian business, would it be wiser, he asks, to seek temporary additional resources to meet times of pressure or to increase the permanent resources which would then become a permanent annual charge upon the country? Or—a further alternative—should a complete or partial solution of any difficulty that may exist be sought in changes in business methods and in the speeding up of the financial machinery. If the business system of the country is such that long terms of credit are granted, and if, because of so much one-crop farming, many series of outstanding credits can be liquidated only once a year, then the same total of financial resources will accomplish much less than under a system of more frequent settlements. It is obvious that with loans averaging six months in length, that the effectiveness of a given amount of banking resources devoted to them would be double what it would be were the loans of an average length of a year, and if they were only of an average length of three months, it would be quadruple. It will be seen that Mr. Sanford Evans goes down to fundamental problems. After the war, it will probably be more than ever necessary to recognize that problems of finance are inseparable from problems of development and of distribution.

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ESTABLISHED 1881. PUBLISHED EVERY FRIDAY.

F. WILSON-SMITH,
Proprietor.

ARTHUR H. ROWLAND,
Editor.

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10 ST. JOHN STREET, MONTREAL.

Annual Subscription, \$3.00. Single Copy, 10 cents.

MONTREAL, FRIDAY, JULY 28, 1916

FOREIGN SECURITY OFFERINGS IN CANADA.

It says a good deal for our national *na'vete* that at this date it should be necessary for the Minister of Finance to issue a polite warning against offerings in Canada of foreign bonds issued in the United States, with the reminder that these offerings can, if necessary, be prohibited by law. The present transgressors, of course, offended in sheer innocence. They saw an opportunity of getting their clients into highly desirable investments, and incidentally of turning an honest penny in commission. What harm could there be in it? None at all of course in ordinary times—it might even have been economically commendable. But in these extraordinary days, as the Minister of Finance reminds us, "it is of supreme national importance that the financial resources of Canada should be conserved for our own purposes and that as much of the national debt as possible should be held in Canada." War means willingness on the part of Canadians to go without Anglo-French and other highly desirable bonds yielding 6 per cent. or thereabouts, as well as willingness to fill overseas battalions. Perhaps the former is harder than the latter—it is so much less heroic!

It is well known that those in charge of the Allied Governments' financing, which is now being conducted on a basis of close mutual understanding that, two years ago, would have seemed incredible, are now following the policy in the United States of making their munition and other orders depend to some extent at least on willingness to finance them. There is no good reason why Canadians should relieve, even to a small extent, our neighbours to the South, whose pockets are pretty well lined these days, of the job of financing orders, of which all the profits go to the States. Every dollar that Canada can save can be well, profitably and patriotically employed in (1) taking up our own War Loans; (2) supplying Canada's commercial and other needs—it begins to look as if there is a big job ahead in financing the new crops; (3) giving further credits to the Imperial Government—orders following which

mean continued activity for Canadian factories; (4) buying back our own securities held in London. All this war financing can take every dollar we can spare until hostilities cease, at least.

REPAYING DEBTS.

Complaint is made that, notwithstanding the bountiful western harvest of last year and the high prices realised, that only two millions of the fourteen million dollars lent by the Dominion Government under 1915's seed grain legislation has been repaid, and the inference drawn is that indifference and carelessness on the part of the debtors are responsible. Probably, this inference is justified to a certain extent. Insurance companies and other lenders in the West have had from time to time to complain of this kind of thing as shown in failure to meet at due date interest and other obligations on school district bonds, etc., and it is believable that what happens in the case of a community also happens with the individuals composing it. Carelessness and indifference on the part of debtors, however, are probably only half the story, the other half of which is the failure of the Dominion authorities to adopt a vigorous policy of collection. In Utopia, doubtless, all debtors will be so sensitive to their obligations that they will insist on meeting them immediately they become due, but present-day circumstances being as they are, unless creditors show a reasonable amount of activity in getting after debtors, some proportion of the latter are bound to take advantage of creditors' slackness. In view of the grave injury which the seed-grain legislation inflicted upon mortgage interests in the West, the least the Dominion Government can now do is to adopt a vigorous policy of collection in order that these loans may be cleared off as speedily as is practicable. Without inflicting hardship upon individual debtors, it should be quite possible to collect the great bulk of these outstanding loans after the coming harvest.

ROYAL BANK'S NEW STOCK.

The Royal Bank of Canada's calling for tenders for the whole or any portion of 1,640 shares of the bank's stock, this stock being the unaccepted allotments and the unallotted fractions of the new issue of 4,400 shares announced in January last. The basis of the issue was approximately 1 share of new stock for every 27 shares of old. The terms of the Bank Act prevent the allotment of fractional shares, so holders of less than 27 shares—a very considerable body—were unable to avail themselves of the unusual opportunity of subscribing for Royal Bank stock at par. The new stock that would otherwise have gone to such shareholders is now being offered to the public and any premium realized from the sale will be distributed pro rata among the shareholders who failed, or were unable, to take up the new share.

The Bank of British North America

Established in 1836. Incorporated by Royal Charter in 1840

Paid-up Capital, \$4,866,666.66
Reserve Fund, - 3,017,333.33

Head Office:

5 GRACECHURCH STREET, LONDON, E.C.

J. DODDS, Secretary W. S. GOLDBY, Manager

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J. H. Brodie	Frederic Lubbock
J. H. Mayne Campbell	C. W. Tomkinson
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Head Office in Canada: **ST. JAMES ST., MONTREAL**

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J. ANDERSON, Superintendent of Branches.
 H.A. HARVEY, Superintendent of Eastern Branches, Montreal.
 J. McEACHERN, Superintendent of Central Branches, Winnipeg.
 O. R. ROWLEY, Chief Inspector.
 A. S. HALL, Inspector of Branch Returns.
 J. H. GILLARD and N. V. R. HUUS, Inspectors, Montreal.

This Bank has Branches in all the principal Cities of Canada, including Dawson City (Y.T.), and Agencies at New York and San Francisco in the United States.

Agents and Correspondents in every part of the world.

Collections Made at Lowest Rates.

Drafts, Money Orders, Circular Letters of Credit and Travellers' Cheques issued, Negotiable anywhere.

Agents in Canada for Colonial Bank, London and West Indies

G. B. GERRARD, Manager,
 MONTREAL BRANCH

The Merchants' Bank of Canada

Head Office - MONTREAL

Capital Paid-up - - - - - \$7,000,000
 Reserve Fund and Undivided Profits - 7,250,984

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A GENERAL BANKING BUSINESS TRANSACTED
206 BRANCHES AND AGENCIES IN CANADA

Extending from the Atlantic to the Pacific
SAVINGS DEPARTMENT AT ALL BRANCHES

Deposits received and Interest allowed at best current rates

New York Agency: **63 and 65 WALL ST.**

IMPERIAL BANK OF CANADA

Head Office, - Toronto

Capital Paid Up - - - - - \$7,000,000
 Reserve Fund - - - - - \$7,000,000

PELEG HOWLAND, President E. HAY, General Manager



Drafts, Money Orders and Letters of Credit issued available throughout the World.

Dealers in Government and Municipal Securities.
 Dealers in Foreign and Domestic Exchange.
 Savings Departments at all Branches.
 Interest Credited Half-yearly at Current Rates.
 General Banking Business Transacted.

126 BRANCHES IN CANADA

THE JUNE BANK STATEMENT.

The June bank statement shows a further increase in the public deposits of the banks, which are reported as over \$18 millions larger than at the end of May. The greater part of this increase is shown in the demand deposits, which are up to \$428,117,340, a growth of approximately \$15,800,000 during the month, and of \$79 millions for the year. Notice deposits increased by \$2,500,000 to the new high level of \$767,598,130 compared with \$683,761,432 at June 30, 1915. Deposits abroad, which have been at an abnormally high level since April, owing to the Dominion Government's financing in New York, show a decrease on the month of about \$10,500,000 to \$176,922,950. At this figure, however, they are only about \$15 millions lower than the high point reported for April 30, suggesting that the Dominion Government's New York balances have not yet been very extensively drawn upon.

Among the loan accounts, a growth of \$19,350,000 is reported in the call loans abroad, bringing them up to a new high level of \$182,757,015, about \$58 millions higher than a year ago. Current loans in Canada continue to decline in spite of the activity in munition manufacture and the like. Their decrease during June was \$15,660,000 to \$747,470,541, this June decrease following one of \$14,600,000 in May. At the end of June, these loans were fully \$12,500,000 lower than a year ago. The causes of this decrease are well-known. Many industrial corporations at present actively engaged are able to finance with less dependence on the banks than formerly, owing to their conservation of profits received on government business, over what is now becoming a fairly extended period. Additionally, of course, at this time of year, loans on grain would be running towards their low point.

Circulation at June 30th was up to \$123,373,395, a growth for the month of about \$8½ millions, and for the year of practically \$24 millions. The total assets of the banks at June 30th are reported as \$1,836,347,821, a growth of about nine millions for the month and of \$262 millions for the year.

BRITISH BANKS' EXPERIENCE.

Despite the unprecedented war conditions, of which the banks feel the full force, the past year has not been an unprofitable one for the banking community, says the London Economist in its annual banking supplement. A very heavy strain has been imposed upon them through the great reductions in staffs and the large amount of extra work entailed by Government issues, but they have the satisfaction of having been of the greatest assistance to the Government in maintaining the financial stability of the country. Not only have they taken enormous quantities of Treasury bills, but they have also contributed greatly to the success of loans and bond issues by bringing them to the notice of their customers. In the autumn, too, the banks did a great deal toward the adjustment of the American exchange. It is therefore satisfactory to find that in spite of the great shrinkage in security values the revenue of the banks has been well above the normal. Investments have had to be written down more than usual, of course, but in very few instances were dividends reduced.

DEATH OF MR. ROBERT W. TYRE.

We record with extreme regret the death of Mr. Robert W. Tyre, Canadian manager for the past thirty years of the Northern Assurance Company. The sad event took place on the 21st instant at his residence, St. Luke Street, Montreal. Mr. Tyre had been ill some six months, although frequently at the office during that period.

The deceased gentleman has been a very prominent and commanding figure in insurance circles in Canada for the past fifty-five years. He commenced his insurance career in 1861 at the age of sixteen years with the Phoenix of London, then represented by Gillespie Moffatt & Co., becoming its inspector later, and on the resignation of the late Mr. James Davidson, then manager of the Company, in 1876 Mr. Tyre was appointed his successor, which position he held for ten years, when he became manager of the Northern in 1886.

Under Mr. Tyre's supervision the business of the Northern has grown and prospered in Canada. Its premium income has increased from \$154,000 in 1886 to over \$770,000 in 1915. Mr. Tyre was one of the ablest, most successful and best known of fire underwriters in the Dominion, and a consistent advocate of correct practices in underwriting.

His keen perception and intuition enabled him to use sound judgment in the selection of agents and other officials, thereby adding to the success of his Company. In this respect Mr. Tyre has had the loyal support and co-operation of Mr. George E. Moberly, the Company's Superintendent of Agencies, and an old official of the Company.

Although Mr. Tyre was but mortal like ourselves and had his faults, his good qualities were very many and a kindly, generous and tender heart is stilled for ever.

The funeral took place from St. James the Apostle Church, on the 24th instant, and although private, was largely attended, a number of the prominent underwriters being present. The Canadian Fire Underwriters Association was represented by the President, Mr. John G. Borthwick and Mr. Tyre's old company, the Phoenix of London, by its Manager, Mr. R. MacD. Paterson. The Northern was represented by Mr. G. E. Moberly, Superintendent of Agencies, by its General Agent at Toronto, Mr. E. P. Pearson, who has represented the Company for the past thirty-seven years, and by the entire office staff headed by the Chief Clerk, Mr. A. M. Sowdon, who has served under Mr. Tyre for the past twenty-six years. THE CHRONICLE was represented by its Proprietor, Mr. F. Wilson-Smith. As a mark of respect to the late manager, the Northern's Montreal office was closed during the funeral.

It is now estimated that an expenditure of about \$1,600,000,000 will be required in order to rehabilitate Belgium, Northern France and Russia after the war.

THE ROYAL BANK OF CANADA

INCORPORATED 1869

Capital Paid up \$11,560,000 Reserves \$13,236,000
Assets \$200,000,000

HEAD OFFICE - MONTREAL.

325 BRANCHES THROUGHOUT CANADA

28 Branches in Cuba, Porto Rico, Dominican Republic and Costa Rica

BRITISH WEST INDIES

Branches in Antigua, Bahamas, Barbados, Dominica, Grenada, Jamaica, St. Kitts, Trinidad, British Guiana and British Honduras.

LONDON, Eng.
Princes St., E. C.

NEW YORK,
Cor. William & Cedar Sts.

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in connection with all Branches. Accounts opened with deposits of ONE DOLLAR and upwards. Interest paid, or credited at highest current rates.

The DOMINION BANK

Head Office: TORONTO

SIR EDMUND B. OSLER, M.P., President
W. D. MATTHEWS, Vice-President

C. A. BOGERT, General Manager

The LONDON ENGLAND BRANCH of the Dominion Bank at 73 CORNHILL, E.C., conducts a General Banking and Foreign Exchange Business and has ample facilities for handling collections and remittances from Canada.

THE BANK OF TORONTO

DIVIDEND No. 140

NOTICE is hereby given that a DIVIDEND of Two and Three-quarters per cent. for the current quarter, being at the rate of Eleven per cent. per annum, upon the paid-up capital stock of the Bank, has this day been declared, and that the same will be payable at the Bank and its Branches on and after the 1st day of September next, to Shareholders of record at the close of Business on the 11th day of August next.

By Order of the Board,

THOS. F. HOW,
General Manager.

THE BANK OF TORONTO, TORONTO,
July 19th, 1916.

THE BANK OF NOVA SCOTIA

INCORPORATED 1832.

CAPITAL	86,800,000.00
RESERVE FUND	12,000,000.00
TOTAL ASSETS over	100,000,000.00

Head Office - - - HALIFAX, N.S.
JOHN Y. PAYZANT, President.

Gen'l Manager's Office, TORONTO, ONT.
H. A. RICHARDSON, General Manager.

Branches throughout every Province in Canada, and in Newfoundland, Jamaica and Cuba.

BOSTON CHICAGO NEW YORK

HOME BANK OF CANADA
ORIGINAL CHARTER
1854

Branches and Connections throughout Canada.

OFFICES IN MONTREAL:

Chief Office: Transportation Building, St. James St.
Bonaventure Branch, 523 St. James St.
Nocheltege Branch, Cor. Cuvillier and Ontario Sts.
Mount Royal Branch, Cor. Mount Royal & Papineau Av.

The Bank of Ottawa

DIVIDEND No. 100

NOTICE is hereby given that a dividend of Three per cent. being at the rate of Twelve per cent. per annum upon the paid-up capital stock of this Bank, has this day been declared for the current three months, and that the said dividend will be payable at the Bank and its branches on and after Wednesday, the First day of September, 1916, to shareholders of record at the close of business on the 18th of August next.

By order of the Board,

GEORGE BURN,
General Manager.

OTTAWA, ONT., JULY 17th, 1916.

DOMINION BANK'S HALF-YEARLY STATEMENT.

Operations of the Dominion Bank for the six months ending June 30, 1916, as indicated in the half-yearly statement, showed satisfactory expansion both in the volume of business and in profits. The latter, after deducting charges of management, etc., and making provision for bad debts, were \$491,934, against \$463,054 during the corresponding period a year ago. Subtracting from this \$46,715 Government taxes and adding \$344,439 balance of profit and loss account on December 31, 1915, compared with \$284,316 at the end of 1914, the total available on profit and loss account, stood at \$789,658, against \$704,710 on June 30, 1915. When further reductions were made, \$360,000 for dividends and \$25,000 contribution to the Canadian Patriotic Fund, a balance was left of \$404,654, compared with \$344,710 a year ago.

The general statement shows deposits of \$67,107,784, an increase of \$10,000,000, of which increase \$6,000,000 was interest-bearing. Circulation increased \$1,200,000, the total being \$5,162,201. Current loans stand at \$44,949,194, an expansion of \$8,000,000. Investments in Government securities increased \$6,600,000 during the 12 months, while liquid assets are \$3,300,000 and total assets \$11,000,000 greater than a year ago.

THE DOMINION'S REVENUE.

For the first quarter of the current fiscal year, to June 30th, the Dominion's revenue totalled \$50,772,904 against \$33,193,267 in the corresponding period of the last fiscal year. The greater part of this advance is due to increased custom receipts which are reported as \$33,562,743 against \$20,227,223—an increase of approximately 66 per cent. It is difficult to believe that this enormous advance entirely represents necessities. Other detailed comparisons are as follows:—Excise, \$5,658,801 against \$4,877,844; post office, \$4,200,000 against \$3,500,000; public works, \$5,897,465 against \$3,398,173 and miscellaneous \$1,453,894 against \$1,190,027.

Expenditure on current account for the quarter was \$10,528,045 against \$12,824,853, and on capital account, \$26,527,244, of which war expenditure accounted for \$22,173,031. The balance of income over expenditure both on revenue and capital account for the quarter was, therefore, nearly \$14 millions.

THE CANADIAN BANK OF COMMERCE.

From the Canadian Bank of Commerce, we have received a further issue of "Letters from the Front," the occasionally-published and extremely interesting record of the doings of the Bank's officers in the war. The list of the Bank's officers, who have joined the Forces now totals over one thousand, of whom 38 have made the supreme sacrifice, over a hundred have been wounded, five are prisoners, eleven ill, while five, having been discharged from the army as physically unfit, have returned to duty with the Bank. The record, not only in enlistment but in capable Army work accomplished, as shown by the number of promotions and decorations granted, is one of which the authorities of the Canadian Bank of Commerce may well be proud.

VOLUME OF CANADIAN INSURANCE PREMIUMS.

The Dominion Superintendent of Insurance prints in his new report a compilation showing the amounts paid in premiums both to the Dominion and provincially licensed insurance companies for the year 1914. The figures are, of course, defective as a measure of the whole amount of insurance premiums paid annually in Canada, owing to there being no statistics available in regard to the premiums paid on unlicensed fire insurance, the volume of which in force at the end of 1915 was over \$235,000,000. The present compilation shows that provincially licensed companies cut very little ice in regard to the total volume of insurance premiums paid in Canada. The total premiums received by all classes of companies (excluding marine) in Canada in 1914 were \$85,941,524, of which the Dominion licensees accounted for \$80,131,251. These premiums were divided among the different classes of companies as follows:—Life, \$43,820,816 (provincial licensees, \$443,866); fire, \$31,351,001 (provincial licensees, \$3,851,843); miscellaneous (excluding marine), \$10,769,707 (provincial licensees, \$1,514,564).

The Imperial Life is inaugurating a new \$100,000 club from July 1st. Cash prizes, as well as the privilege of attending a convention, are in prospect for the leaders.

ESTABLISHED 1873.

The
Standard Bank
of CANADA

QUARTERLY DIVIDEND NOTICE No. 103

NOTICE is hereby given that a Dividend at the rate of THIRTEEN per cent. per annum upon the Capital Stock of this Bank has this day been declared for the quarter ending 31st July, 1916, and that the same will be payable at the Head Office in this City, and at its branches on and after Monday, the 1st day of August, 1916, to Shareholders of record of 22nd July, 1916.

By Order of the Board,

GEO. P. SCHOLFIELD,
General Manager.

Toronto, June 27th, 1916.

The Trust and Loan Co.

OF CANADA

Capital Subscribed. . . . \$14,600,000.00
 Paid-up Capital. . . . 2,920,000.00
 Reserve Funds. . . . 2,859,855.75

MONEY TO LOAN ON REAL ESTATE

30 St. James Street, Montreal.

PRUDENTIAL TRUST COMPANY LIMITED

HEAD OFFICE
 9 ST. JOHN
 STREET
 MONTREAL.

Trustee for Bondholders
 Transfer Agent & Registrar
 Administrator Executor Escrowee
 Liquidator Guardian Assignee
 Trustee Custodian
 Real Estate and Insurance Departments
 Insurance of every kind placed
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Safety
 Deposit Vault
 Terms exceptionally
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 Correspondence
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B. HAL. BROWN, President and Gen. Manager

"THE OLDEST SCOTTISH FIRE OFFICE"

THE CALEDONIAN

INSURANCE CO. OF EDINBURGH.

Founded 1805.

Head Office for Canada,
 DOMINION EXPRESS BUILDING
 Montreal

JOHN G. BORTHWICK,
 Canadian Manager.

FOUNDED A.D. 1819

THE GENERAL FIRE INSURANCE COMPANY OF PARIS, FRANCE

SURPLUS TO POLICY-HOLDERS, \$5,828,800

THOMAS F. DOBBIN, Manager for Canada.
 EDMUND FOSTER, Superintendent of Agencies.

LEWIS BUILDING, ST. JOHN ST., MONTREAL
 Applications for Agencies invited

The Life Agents' Manual

Published by The Chronicle, Montreal

The Royal Trust Co.

Capital Fully Paid - - - \$1,000,000
 Reserve Fund - - - 1,000,000

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A. E. HOLT, Manager

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107 St. James St., MONTREAL.

BRANCHES: Calgary, Edmonton, Ottawa, Quebec, Regina,
 St. John, N.B., St. John's, Nfld., Toronto, Vancouver,
 Victoria, Winnipeg.

WESTERN

Assurance Company

Incorporated in 1851

FIRE, EXPLOSION, OCEAN MARINE
 AND INLAND MARINE INSURANCE

ASSETS over \$4,000,000.00

LOSSES paid since organization of Com-
 pany over \$63,000,000

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W. B. MEIKLE, Vice-President and General Manager

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HEAD OFFICE - TORONTO

.. THE ..

London Assurance CORPORATION OF ENGLAND.

INCORPORATED BY ROYAL CHARTER A.D. 1720

CAPITAL PAID UP \$2,241,375
 TOTAL CASH ASSETS 22,457,416

Head Office for Canada, - MONTREAL

W. KENNEDY, W. B. COLLEY, Joint Managers.

REDUCING THE INTEREST RATE OF WESTERN MORTGAGE LOANS.

Mr. W. Toole, manager of the Canada Life's Southern Alberta investment department, had some pungent things to say in a recent address as president of the Alberta Mortgage Loans Association, on the subject of recent Western legislation affecting investment interests. Only a few short years ago, he said, the farmers of Alberta, and the borrowing public generally, were patting each other on the back and congratulating their members that a tax of half of one per cent. was placed on the interest income of loan companies. Since then numerous additional taxes have been imposed. In Eastern Canada it is freely being discussed that there are twenty-one taxes in Saskatchewan that would take priority over a first mortgage, and Alberta is little better. Alberta has improved matters by repealing the iniquitous hospital tax section of the act, and when other suggested amendments are made it will keep matters from getting any worse than they are. But to interest capital to such an extent that it will immediately reduce the average rate to 7 per cent. and lower and further benefit specially attractive securities, the governments will have to remove obstacles instead of placing them in the way of capital investment.

It is estimated, continued Mr. Toole, that \$70,000,000 is about the amount in mortgage investments in Alberta at the present time. The province has natural resources to offer security for many times that amount, and the influx of capital and its distribution in the country would be amazingly increased if absolute security is made available. The only way that this can be done is for the Dominion government to repeal its legislation regarding seed grain liens and the like and make such charges take their places on the title, and for the provincial governments to pass such legislation as will make a first mortgage in this country as secure as in any other part of the world, suggested Mr. Toole. Mortgagees will have to assume all responsibility with regard to the fluctuation in values and be dependent upon the judgment and experience of their managers and agents to see that their capital is protected in that respect. But it is utterly impossible for any loan manager or agent to foresee what legislation may be enacted next year with the same disastrous effects on vested mortgage interests as that which has come into force during the last few years.

THE DOMINION'S DEBT.

At June 30th last, the net debt of the Dominion stood at \$593,910,638, compared with \$450,287,721 a year previously, the increase in the twelve months being thus nearly \$144 millions. Two years of war will have had the effect of bringing the doubling of the Dominion's debt within sight, as when war broke out the net debt of the Dominion was about \$335 millions. Of the funded debt, \$75 millions is payable in New York, \$97,368,133 in Canada, against \$762,861 a year ago and \$362,703,312 in London against \$338,369,979. Temporary loans are \$194,073,684 against \$100,540,351 a year ago.

BANKS UNJUSTLY BLAMED.

Professor W. W. Swanson, professor in the department of Political and Economic Science at Queen's University, who has recently become known as an interesting writer on subjects of practical importance in Canada's economics, points out in regard to the question of agricultural development, that it may be said that the chartered banks and loan companies of Canada have been unjustly blamed for the prevailing conditions in the money market, in so far as these affect the agricultural interests of Canada. It has been charged that the banks have been making undue profits, and that they have discriminated against the farming industry. Sir Edmund Walker, in his evidence before the Committee on Banking and Commerce, given at Ottawa in 1913, shattered the foundations on which these charges rested. He proved that, in proportion to the rate of return in other business enterprises, the chartered banks are securing only a fair profit on their capital. They cannot be charged, therefore, with exploiting the country in general, or the farmer in particular. Sir Edmund showed, moreover, that, in proportion to population, Canada is better equipped with banking and credit facilities than the United States.

The criticism levelled against the banks, because they fail to extend long-time loans to the agricultural community, points out Professor Swanson, is quite beside the mark; for the simple reason that the banks are precluded from engaging in that type of business. As far as the loan and trust companies are concerned, they also have not charged excessive rates when the risks of the business are taken into consideration.

"OTHER INSURANCE WITHOUT NOTICE."

To the Editor of The Chronicle:—

Sir—I am glad to see you are taking up the question of "other insurance without notice." That is one of the worst of the many bad practices now becoming so common. The amount of insurance carried should surely be one of the first considerations in weighing any risk; and the efforts of the Legislatures to meet such cases—limiting liability to sixty per cent. of the loss—works a hardship on the company striving to do its business in accordance with common sense methods.

Another loose way of granting permission for other insurance is to state:

"Total concurrent insurance permitted, \$6,000."

Presumably, the company introducing such a clause into its policy imagines in such a case that the total insurance (including its own) is limited to \$6,000. But supposing a company issues a policy for \$2,000 with such permit and after the loss it is discovered there is \$6,000 "concurrent" with its policy, making a total of \$8,000, could it successfully contend that the permit had been violated?

There is only one safe way and that is to specify the "additional" insurance.

All these new-fangled ideas are simply making for heavier losses and consequently higher rates.

July 24th, 1916.

ANTIQUARIAN.

It is now indicated that "mobilisation" of British investments may extend to those of neutral countries of which many hundreds of millions of pounds worth are held in Great Britain.

A TIME-TRIED INVESTMENT

This is not only one of the largest and strongest, but also one of the oldest of the Canadian financial institutions. It has a record of more than sixty years of steadily increasing success, stability and strength. In this time an experience has been gained which entitles its Directors and Officers to be considered experts in the selection of choice, safe securities for the investment of its funds.

Its Capital, fully paid, and Surplus exceed TEN AND THREE QUARTERS MILLION DOLLARS.

Its record, experience and strength constitute it an unusually safe Depository for Savings, and its Debentures have long held a very high place in the estimation of those conservative, cautious investors, both in Great Britain and Canada, who prefer absolute safety to a high rate of interest. In Canada they are a LEGAL INVESTMENT FOR TRUST FUNDS, and are accepted by the Canadian Government as the Deposits required to be made by Insurance Companies, etc.

We shall be glad to send you a specimen Debenture, a copy of our last Annual Report, and full particulars on receipt of your address. Write for terms to-day.

Canada Permanent Mortgage Corporation
TORONTO STREET Established 1855 TORONTO

Representing

THE MUTUAL LIFE INSURANCE COMPANY OF NEW YORK

You will make money.

The great strength, big dividends and incomparable benefits of the "oldest company in America" mean certain success for you.

FOR TERMS TO PRODUCING AGENTS, ADDRESS:

George T. Dexter

2nd VICE PRESIDENT

34 Nassau Street New York, N.Y.

Atlas Assurance Co., Limited of LONDON, ENGLAND

The Company commenced business in the REIGN OF GEORGE III and the following figures show its record—

At the Accession of	Income	Funds
KING GEORGE IV. \$	387,065	\$ 800,605
KING WILLIAM IV.	657,115	3,038,380
QUEEN VICTORIA	789,865	4,575,410
KING EDWARD VII.	3,500,670	11,185,405
KING GEORGE V.	6,846,895	15,186,090

and at
31st DECEMBER, 1915 7,757,140 19,953,150

In addition the Company has a Subscribed Capital of Eleven Million Dollars (of which \$1,320,000 is paid up).

Agents wanted in unrepresented districts.

Head Office for Canada:

179 St. James St., MONTREAL

MATTHEW C. HINSHAW, Branch Manager



Assets:
\$10,178,345.13

Surplus to
Policyholders:
\$5,169,684.89

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

CANADIAN BANKING PRACTICE

THIRD EDITION.

(HANDSOMELY BOUND IN CLOTH, \$4 PER COPY)

QUESTIONS ON CUSTOM AND USAGE AND LAW. Published under the Auspices of the
Canadian Bankers' Association (Compiled by John T. P. Knight)

ON SALE AT THE CHRONICLE OFFICE,

10 ST. JOHN STREET, MONTREAL

TAXES FOR FIRE MARSHALS.

No doubt our subscribers have read with interest "Constant Reader's" letter published in our last issue, asking for an expression of opinion on the constitutionality of the taxes imposed for the purposes of maintaining the provincial Fire Marshals. The raising of this question is timely. The burden of taxation on fire insurance companies, and particularly in the Province of Quebec, is so great that it has caused the companies to consider seriously the possibility of maintaining under these conditions, adequate reserves in order to secure the payment of losses, while, at the same time, meeting these added obligations, and making their business a reasonably profitable one. Many suggestions have been made to the various governments from time to time with very little success. The companies are accordingly now considering the advisability of placing on their policies a note of the special taxes imposed by each province, so that the insuring public will be informed of the cause of an increase in rates, if this means has to be resorted to in order to protect both the public and the companies. In the Province of Quebec, the returns of taxation obtained from different companies, show that they pay here twice as much as they do in any other province. It is only natural therefore, that they should seek to oppose a new tax for the maintenance of the provincial fire commission, particularly, as the government is trying to collect this as from the inception of the commission, some three or four years ago.

The question is asked by "Constant Reader" whether, in view of the fact that a province can only raise revenue by direct taxation within the province for provincial purposes, the levying of a tax for the maintenance of fire marshals and commissions is a tax which rightfully falls within the section of the B. N. A. Act referred to (Sec. 92 S. S. 2). While the question is undoubtedly a legal one, there are many persons who take an interest in the constitution, and have made a study of it, and we shall be glad to receive expressions of views on this subject whether from lawyers or laymen.

BRITISH FIRE COMPANIES' FUNDS.

The London Times in its annual analysis of the accounts of twenty-one of the leading British fire companies points out that in spite of the satisfactory surplus of profit in 1915, the fire funds show a slight decrease. The diminution is accounted for by the very large allowance which has had to be made for depreciation in values. No account has been taken in the calculation of the large investment reserve funds which have been set up, and it may be that the course of stock markets will show that in these funds the companies have substantial hidden reserves.

The par value of American stocks and bonds returned to the United States during the war period is now estimated at very nearly two billions.

WAR SERVICE CLAUSE FOR LIFE POLICIES.

A committee including several actuaries, with Mr. Henry Moir as chairman, appointed by the Association of Life Insurance Presidents to make suggestions for a war service clause in life policies, recommends the following with a corresponding alteration of the conditions regarding incontestability so as to provide against its violation.

MILITARY OR NAVAL SERVICE.

"During the first ten years of this policy military or naval service in time of war is a risk not assumed by the company unless the insured shall give notice thereof to the company within thirty-one days after entering on such service, and pay such extra premiums as the company may fix therefor. In event of the insured entering upon such service and failing to give such notice, or failing to pay such extra premiums at the times and in the manner required, the liability of the company for death of the insured during such period of ten years, while engaged in or as a result of such service, shall be limited to the reserve at the time of death, less any indebtedness hereon to the company."

The suggestion, while not very helpful to Canadian companies during a continuance of the European war, may be of interest to them subsequently.

AUTOMOBILE HAZARD RAPIDLY GROWING.

The Aetna Life has recently announced its experience with the automobile hazard. It says:—

Between June, 1907, and December 31, 1915, the Aetna Life paid 5,515 claims amounting to \$1,037,375.91 for accidents to owners or occupants of automobiles. More than half this amount represents claims paid for fatal accidents. During the year 1907, the Aetna paid 131 claims amounting to \$46,194.37, only three of which were for fatal accidents. During the year 1915 the hazard had grown to such an extent that the Aetna paid 1,177 claims amounting to \$193,644.56, nineteen of which were for fatal accidents. This amount paid out last year for accidents to occupants of motor cars is considerably more than the Aetna paid for such claims during the years 1907, 1908, and 1909 combined. The great increase in claims of this class is shown by the increased ratio in proportion to the total amount paid for claims of all classes. In 1907, the ratio was only 9.3, while in 1915 it was 17.5.

Whether we who own motor cars like to admit it or not, says the Aetna, the automobile has become one of the most dangerous means of transportation and one of the most hazardous recreations of the day. The increase in automobile accidents during the last two or three years seems to be out of all proportion to the increase in the number of automobiles in use.

HOT-WEATHER HUMOUR!

Americans who are bragging so much about the increase in the past year of this country's export trade, might consider the growth of Canada's exports and relapse into a modest silence. In one year, Canada's exports to Serbia, for instance, did not merely double, or triple, or quadruple. They increased 1,634 times. They were \$12,475 in the year ended March 31, 1916, as compared with \$8 in 1915.—N. Y. Evening Post.



CANADA BRANCH HEAD OFFICE, MONTREAL.

DIRECTORS

M. Chevalier, Esq. T. J. Drummond, Esq. Sir Alexandre Lacoste
 William Molson Macpherson, Esq. Sir Frederick Williams-Taylor, LL. D.
 J. Gardner Thompson, Manager. Lewis Laing, Assistant Manager.



Head Office: Cor. Dorchester Street West and Union Avenue.
 MONTREAL

DIRECTORS

J. Gardner Thompson, *President and Managing Director.*
 Lewis Laing, *Vice-President and Secretary.*
 M. Chevalier, Esq. A. G. Dent, Esq. T. J. Drummond, Esq.
 John Emc, Esq. Sir Alexandre Lacoste Wm. Molson Macpherson, Esq.
 J. C. Rimmer, Esq. Sir Frederick Williams-Taylor, LL.D.



**FIDELITY (FIRE)
 UNDERWRITERS**

OF NEW YORK

Policies assumed half by the Fidelity-Phenix Fire Insurance Company and half by the Continental Insurance Company

Combined Assets \$49,748,239 - Policyholders' Surplus \$29,245,805

HEAD OFFICE FOR CANADA AND NEWFOUNDLAND

17 ST. JOHN STREET, MONTREAL

W. E. BALDWIN, Manager.

JOS. ROWAT, Asst. Manager.



The Northern Assurance Co. Limited

"Strong as the Strongest"

Accumulated Funds 1914, \$41,615,000

HEAD OFFICE FOR CANADA,
 88 NOTRE DAME STREET WEST,
 MONTREAL.

G. E. MOBERLY, Supt. of Agencies.

ROBERT W. TYRE, Manager.

**THE
 CONTINENTAL LIFE INSURANCE COMPANY**
 HEAD OFFICE - TORONTO

has several vacancies in Quebec and Ontario including the position as Inspector for Eastern Ontario.
 "LIVE WIRES"—write to Head Office, Toronto or to

W. J. BROWN, *Provincial Manager.*

180 ST. JAMES STREET, MONTREAL.

CANADIAN FIRE RECORD

Specially compiled by The Chronicle.

FIRE AT HAMILTON, ONT.

By the fire which occurred on the 21st instant on the premises of the Brown-Boggs Company, Limited, Hamilton, Ont., the following companies are interested:—Phoenix of London, \$2,000; Queen City, \$3,000; Gore, \$4,000; Perth Mutual, \$2,500; Metropolitan, \$1,500; Mount Royal, \$13,000; Commercial Union, \$7,500; North British & Mercantile, \$13,000; Atlas, \$5,000; St. Paul, \$8,000; Fidelity-Phenix, \$10,000; British America, \$2,500; Home, \$2,500; Royal, \$10,000; London & Lancashire, \$2,500; National of Paris, \$3,000; National of Hartford, \$3,000; Merchants, \$3,000; Factories, \$2,500; Wellington, \$2,500; Economical, \$3,000; Hand-in-Hand, \$1,500; London Mutual, \$3,000; Scottish Union, \$2,000; North America, \$3,000; Stuyvesant, \$10,000; Boston, \$10,000; Provincial, \$7,500; Pennsylvania, \$5,000; Cornhill, \$2,500; Lloyds, \$9,500. Total \$158,000. Estimated loss about 65%.

FIRE AT ASHCROFT, B.C.

As already reported in THE CHRONICLE a fire occurred in Ashcroft, B.C., on the 5th inst. Insurance as follows:—Phoenix of London, \$20,710; Queen, \$12,500; Liverpool & London & Globe, \$10,000; London & Lancashire, \$7,600; National of Hartford, \$6,700; Northern, \$5,800; London Mutual, \$4,900; Dominion, \$4,600; British America, \$3,300; Citizens, \$2,500; Mount Royal, \$2,200; Hudson Bay, \$2,500; Factories, \$2,100; Union, \$2,000; Michigan Central, \$2,000; Stuyvesant, \$1,700; Mercantile, \$1,500; Montreal-Canada, \$1,000; Fidelity-Phenix, \$1,000; Glens Falls, \$1,000; Guardian, \$750; British Crown, \$700; Royal, \$3,000. Total \$100,060. Loss total.

CHATHAM, N. B.—Building containing city's lighting plant destroyed July 22. Equipment, it is thought, will be total loss. Origin not known at present, but the flames burst out close to large dynamo.

HAMILTON, ONT.—On the 10th inst., a fire occurred on the premises of W. W. Melburn, Hamilton. Insurance:—Northern, \$6,000; Phoenix of Hartford, \$2,200. Total loss.

TORONTO, ONT.—Freight car containing acid consigned to Nicholls Chemical Co., 130 Mill Street, damaged, July 23. Origin, spontaneous combustion.

CABRI, SASK.—Revelstoke Lumber Company's yard, barn, livery stable, 32 horses and several dwelling houses destroyed, July 26.

DOON, ONT.—Doon Fibre Company's plant destroyed, July 23. Loss heavy with insurance of \$5,000.

SAWDUST AS A FIRE EXTINGUISHER.

Sawdust will extinguish small fires in garages, and its value is greatly increased by the addition of bicarbonate of soda (baking powder).

The sawdust floats and forms a blanket over the burning oil, while bicarbonate of soda, when exposed to heat, gives off carbon dioxide gas, which helps to prevent combustion by shutting off access of air. A mixture of 10 pounds of bicarbonate to 1 bushel of sawdust has been found to be satisfactory.

PERSONALS.

Mr. Sydney C. Tweed has been appointed assistant superintendent of agencies of the Mutual Life of Canada, this position having been created in consequence of the increasing pressure upon the Superintendent of Agencies. Mr. Tweed, who has had a successful career in life insurance from youth up, and has still "youth, enthusiasm, organising ability and a fine record for personal business production," was prior to his acceptance of his new position, Superintendent of Agencies of the Northern Life.

The Atlas Assurance Company has recently sustained its seventh loss through the war in the death of Second Lieutenant T. H. S. Senior, late inspector at Plymouth and a popular member of the staff.

Mr. Senior re-joined the H.A.C. on the outbreak of war, and, after serving in France for some time, obtained a commission, being gazetted to the Worcester Regiment. He was wounded by shrapnel near Ypres in May, 1915, and after his recovery served with his regiment in this country. He was killed in action on the 11th instant.—*Post Magazine.*

Second Lieutenant J. H. Halliwell, of the 9th Battalion King's Liverpool Regiment, a member of the Head Office Staff of the Royal Insurance Company, joined the Army in September, 1914, and took part in the engagement at Loos a year later. He has since been continuously engaged on active service and his name appears in the recent list of Officers and Men mentioned in despatches by Sir Douglas Haig for gallant and distinguished service in the Field.—*Post Magazine.*

Mr. D. C. Haldeman, Life Manager of the North British & Mercantile at the London, England, office, who in 1910 assumed the duties of Home Fire Manager at the directors' desire in addition to those of Life Manager, has at his own special request been relieved of the Fire Management. Mr. Arthur Worley, previously joint Foreign Fire Manager has been appointed Fire Manager Mr. L. Sinclair is the Foreign Fire Manager, and Mr. L. G. Lambert is now Home Fire Manager.

Second Lieutenant A. F. J. Burnham, who was killed in action on June 28th, was the only son of Mr. James Burnham, of Reading, the District Manager of the Norwich Union Fire Insurance Society's Accident Branch. He joined the Berks. Territorials at the outbreak of the War and, on proceeding to the front, he received a Commission and was posted to the Northamptonshire Regiment after having been in the trenches only three days.—*Post Magazine.*

Lieutenant J. V. McLean, of the Royal Berkshire Regiment, whose death from wounds received in action is announced in the cables, was formerly a member of the staff of the Sun Life of Canada and went overseas with one of the Universities Companies, being subsequently given a commission.

Canadian War Loan bonds sold at Montreal at 97 $\frac{3}{4}$ yesterday, compared with a high of 99 $\frac{5}{8}$ in June. The decline is obviously accounted for by the announcement of a new loan in September.

COMMERCIAL UNION

ASSURANCE COMPANY LIMITED
of LONDON, England

The largest general insurance Company in the world
(As at 31st December 1915)

Capital Fully Subscribed . . .	\$14,750,000
Capital Paid Up	1,475,000
Life Fund, and Special Trust Funds,	74,591,540
Total Annual Income exceeds	47,250,000
Total Assets exceed	142,000,000
Total Fire Losses Paid	183,366,690
Deposit with Dominion Govern- ment	1,225,467

APPLICATIONS FOR AGENCIES SOLICITED
IN UNREPRESENTED DISTRICTS.

Head Office: Canadian Branch:—

**Commercial Union Building,
MONTREAL**

J. McGREGOR,
Manager

W. S. JOPLING,
Assistant Manager

PALATINE

INSURANCE COMPANY LIMITED
of LONDON, England

(As at 31st December 1915)

Capital Fully Paid	\$1,000,000
Fire Premiums 1914, Net	\$2,500,505
Interest, Net	140,220
Total Income	\$2,640,725
Funds	\$4,738,520
Deposit with Dominion Gov't	\$250,567

In addition to the above there is the further
guarantee of the Commercial Union Assurance
Company Limited, whose Assets exceed
\$142,000,000

APPLICATIONS FOR AGENCIES SOLICITED
IN UNREPRESENTED DISTRICTS.

Head Office: Canadian Branch:—

**Commercial Union Building,
MONTREAL**

J. McGREGOR,
Manager

W. S. JOPLING,
Assistant Manager

COMMENCED BUSINESS 1901
RECEIVED DOMINION CHARTER 17th JUNE 1908

Capital Stock Subscribed	Capital Stock Paid up
\$500,000.00	\$174,762.70

The Occidental Fire

INSURANCE COMPANY
Under the control of the North British & Mercantile
Insurance Company

RANDALL DAVIDSON, *President*
C. A. RICHARDSON, *Vice-President and Secretary*
DIRECTORS
S. E. RICHARDS W. A. T. SWEATMAN N. T. HILLARY

Head Office - - - WINNIPEG, MAN.
Agents Required at Unrepresented Points

ESTABLISHED 1809

Total Funds Exceed	Canadian Investments Over
\$109,798,258.00	\$9,000,000.00

FIRE AND LIFE North British and Mercantile

INSURANCE COMPANY

DIRECTORS
WM. McMASTER Esq. G. N. MONCEL, Esq.
E. L. PRABH, Esq.

Head Office for the Dominion:
80 St. Francois Xavier Street - MONTREAL.
Agents in all the principal Towns in Canada.
RANDALL DAVIDSON, Manager.
HENRY N. BOYD, Manager, Life Dept.

SUN INSURANCE OFFICE

FOUNDED A.D. 1710

Head Office:
Threadneedle Street, LONDON, ENGLAND

THE OLDEST INSURANCE OFFICE IN THE WORLD.

Canadian Branch:
15 Wellington Street East, Toronto, Ont.

LYMAN ROOT,
Manager

Union Assurance Society Ltd.

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

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

Agencies throughout the Dominion

THE CANADA NATIONAL FIRE INSURANCE COMPANY

HEAD OFFICE: WINNIPEG, MAN.

SURPLUS TO POLICYHOLDERS - \$1,820,752.00
A Canadian Company investing its Funds in Canada

APPLICATIONS FOR AGENCIES INVITED

AGENT AND THE POLICYHOLDER.

Mr. Alex. Bissett's Suggestions at the L.U.A.C. Convention—The Prospect's Requirements.

At the annual convention of the Canadian Life Underwriters' Association, held at Hamilton last week, the Canadian Life Insurance Officers' Association was represented by Mr. Alex. Bissett (president), manager for Canada, London & Lancashire Life, who conveyed the greetings of the Life Insurance Officers to the assembled agents. Mr. Bissett, in the course of a brief address, pointed out that the two Associations were similarly concerned to place the business of life insurance upon a higher plane. Speaking from an experience in the business of over 30 years, Mr. Bissett commented on the marked improvement which has taken place in the tone and character of the methods employed by the agents. Mr. Bissett went on to refer to the relation of the policyholder to the company through the agent. In all classes of business, commercial and otherwise, he pointed out, the intermediary between the producer and the consumer is recognized as being essential to the successful conduct of such business or enterprise. The same applies to the professions and in the world of finance. In the life insurance business, or profession, the intermediary or agent is essential to the company's success, and stands as a connecting link between the company supplying the benefit and the consumer or policyholder who requires the benefit. In practically every case the success of the company may be judged by the strength of this connecting link. The agency staff is indispensable to the company, and for that reason anything which will help to improve the methods employed by those in the ranks of that profession is worthy of the cordial support of all.

ADVISING THE POLICYHOLDER.

Referring to the subject of the lapse ratio, while admitting that there are a good many reasons for this, Mr. Bissett said he firmly believed that agents could do something more towards remedying this evil. It is a recognized fact that the average applicant looks to the agent for advice upon the plan of Insurance to select, the amount of policy, and so forth. To the agent who is in business to stay, it is important that he should study his prospect's requirements, and to suggest such a plan of Insurance and amount which will answer the needs of the future as well as of those of the present. In other words, greater care in writing the proper class of business will go a long way towards insuring a fair degree of permanence. The Life Underwriters' Association, said Mr. Bissett, has already done good work in this respect. There is still, however, room for a great deal of improvement as well as in fairer competition in respect to business which is current. Switching of business at one time was very common, and he only wished he could say that the evil had been entirely removed, but unfortunately this was not the case.

In closing his remarks, Mr. Bissett emphasized the necessity of living up to the objects and aims for which the C.L.U.A. has been established. These ideals could only be attained through hard work and honesty of intention—straightforwardness in their dealings with the company, with their brother agents and with the policyholders. While his ideas might be regarded as Utopian in character,

his past long experience of some of the difficulties which have had to be overcome in the past, had convinced him that the straightforward policy is the only one which will bring success to the agent and a steady improvement in the great business of life insurance.

COLLEGE GRADUATES IN LIFE INSURANCE.

Thousands of college men have closed their books and pocketed their diplomas and are looking about for an opportunity to utilize their culture and training in the earning of a living and the achievement of a position in the world. Those who are qualified for the work should not overlook the possibilities in the life insurance business, remarks an American contemporary. No other line offers greater opportunities for independence, income and for the development and education which comes from brushing against all kinds of people and the enforced study of human nature. Any company or general agent is willing to take a good college man who is willing to work and learn, pay him a living salary to get started, give him every possible assistance, and offer him a better position as soon as he is able to fill it. Too many college men follow the precedents and go into the overcrowded professions, who would earn more and learn more in life insurance work. A tabulation of the positions and earnings of college men a few years after their graduation shows that those who went into insurance work were earning more and had better prospects than those who entered any other line.

ECONOMIES IN MONTREAL'S FIRE DEPARTMENT.

Although it was recently announced that the Montreal Board of Control had decided not to fill the vacancies existing in the fire brigade in the interests of economy, the Board agreed this week to authorize Chief Tremblay to take on some new men under certain conditions. The head of the fire department impressed on the board the necessity of filling the vacancies created by resignations and dismissals, and it was decided that new men might be engaged provided the chief kept to his understanding with the board to make a saving of \$20,000 in the department. The decision of the board, therefore, means that if new men are employed, cuts in other fire department expenditure must be effected.

NORTH AMERICAN LIFE.

Messrs. G. H. Allen of Toronto, and W. J. Fair of Kingston, have qualified for the year 1916-17, in the Nalaco Club (\$100,000 Club) of the North American Life with one month yet remaining. Six others have crossed the line but have until July 31st in which to collect the premiums.

Geo. H. Allen, Toronto; F. C. Walls, Edmonton; and W. F. Anderson of Saskatoon were the first three in personal production for June.

In the Nalaco Cup contest, the basis of which is net increase in business in force for the year, Edmonton leads with Toronto and Moose Jaw as runners-up.

Beginning July 1, the New York Life Insurance Company inaugurated an entirely new programme, embracing new policy forms, new application blanks and new rate book.

FACTS, FIGURES AND FALLACIES OF CANVASSING.

(M. P. Langstaff, A.I.A., F.A.S., before the Life Underwriters' Association of Canada.)

In the comments which follow I have endeavored to confine myself to a discussion of the accuracy or inaccuracy, merits and demerits of various ratios and comparisons with which correspondence with our own field staff has shown me, insurance salesmen come into frequent contact.

One of the snags, the bugbear of insurance men, is ratios, and of the making of these there is no end. There are some ratios which peculiarly favor the young company and make an unfavorable appearance in the report of the old company; others in which only an old company can make a reputable showing. Then, again, some ratios appear outwardly to be all-sufficing proof of superiority, but inwardly and on close inspection there is little or nothing to them. "They are full of sound and fury, signifying nothing." Others are directly and reprehensibly deceptive—on the surface fair to the eye, but when examined closely found to be merely "whited sepulchres."

It is remarkable how distinctly we can divide our ratios into the two broad classes, (a) those favoring young companies, (b) those favoring old companies.

Let us consider first:

(A) "Young companies'" ratios.

1. (a) Death losses per M assured.
- (b) Actual to expected death losses.
- (c) Actual to expected death strain.

FALLACIES SHOWN.

Ratio (a) combines three gross fallacies, viz.: (1) It takes no account of the effect of medical selection which, in a young company, with its large proportion of new business to old, would figure very markedly; (2) It ignores the fact that a young company has a greater proportion of young lives on its books than has an old company, and that these young lives are not contributing, or have not contributed as much to the mortality costs as the old lives. (3) No allowance whatever is made for the reserves accumulated under those policies that fall in as death claims. Thus, if a \$1,000 policy has in the fifteenth year an accumulated reserve out of the policyholders' payments of \$700, we can see that the real loss is only \$300. In an old company while, naturally, more losses per M assured occur, yet their virulence is considerably mitigated by the fact that a large proportion of these claims is on policies many years in force and upon which substantial reserves—particularly substantial in the case of endowments—have been accumulated.

To take account of the effect of medical selection, strongest, of course, at the outset, and gradually wearing off, we should, in comparing two companies, have before us the death ratios of each for insurances one year old, two years old, three years old, * * * ten years old, etc. To estimate the importance of young lives and reserves, we should know also the proportions of the different plans, the ages, etc.—data not furnished to rival agents, we may be sure.

This ratio, death losses per M assured, is, then, impossible, as a basis of fair comparison. So for the same reasons is the ratio of actual to expected losses, where only the amounts of assurances are

considered and the reserves ignored. It would easily be possible for one company, by having a larger proportion of young or recently examined lives, to show a smaller ratio herein, and yet in reality not have nearly as favorable a mortality experience as an older company.

FAIR COMPARISONS.

The only passably fair basis of comparison of the death rates of two companies is the ratio of actual to expected death strain. This is ascertained by summing the total death strain (amounts minus reserves) actually incurred and taking the ratio of the total to the sum of the total death strain expected for all policies according to some standard mortality table—a "select" table, of course, i.e., one giving effect to the lower mortality experienced in the early policy years due to medical selection. Occasionally companies in publishing this ratio, disguise the fact that they have used an "aggregate" or the "ultimate" table, where "selection" is ignored, in computing their expected mortality. Their expected mortality is, accordingly, abnormally high, thus making their ratio of actual to expected death strain abnormally low. Some, perhaps, make this mistake through ignorance, in which blissful case 't'were folly for them to be wise." However, the alert agent, in competition, will do well to suspect any abnormally low death rate for an old company till he has ascertained their basis of computation.

2. (a) Business written to business in force.
- (b) Gain in business in force to old business.
- (c) Gain in business to new business.

No fallacy lurks in the use of these ratios as a basis of comparison between companies. Rather it protrudes. It is patent that no well-established company with a goodly volume of old business on its books can hope to show the ratio of, say, some "mushroom" company whose total business in force is perhaps one-tenth of the yearly business written by the older company. With companies of approximately equal ages and sizes, however, it may give an indication of the rates of progressiveness and stability of business, but should be used with caution. Thus a high ratio for a company in any particular year may indicate large increase in stable new business, and light lapse and termination rates; but then, again, it may only be the resultant of undue weakness in preceding years, where, e.g., terminations may have been unduly high.

INTEREST EARNINGS.

3. Interest earned on investible assets.

This is, in the main, a "young companies'" ratio, for they, with their small assets and small income, can generally invest with greater ease in high-yielding and yet safe securities than can the large companies with their deluge-like receipts. A comparison of the gross rates of interest, however, is not always a safe guide. The policy of one company in investing mainly in, say, bonds, subject to little investment charge, will cause their gross rates to verge closely on their net rates, whereas a company investing largely in mortgages will, while showing a larger gross rate on that account, have heavier proportionate investment expenses to deduct in ascertaining their net rate.

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established companies, and an extraordinarily high interest rate in such cases may well be the resultant of caution, intelligent selection and fortunate opportunities.

ASSETS TO LIABILITIES.

4. (a) Assets to reserves or liabilities.
- (b) Security to policyholders per \$100 of liability to policyholders.

A comparison of companies on the basis of assets to reserves takes no account of the ages of the companies or the bases of reserves used, and certainly favors the young company when it has a large paid-up capital and also values its new business on the low basis allowed by the government. Then, again, the young company may have recently issued its capital stock at a high premium. (In cases where the security to policyholders is used instead of the assets in finding the ratio, the subscribed and unpaid capital also enters into the proposition.) Where the two companies under consideration have different reserve bases one valuing on, say, the 3 1-2 per cent. basis and the other on the 3 per cent., the worth of the ratio is altogether vitiated—but, as a matter of fact, the ratio has little or no value for comparative purposes under the best of conditions. Take, e.g., any one company. At the outset it may sell its capital stock at a high premium and value its business in force on the lowest basis allowed by the government. Its showing in either of the above ratios will temporarily be very good. Of course, if it pays out all the premium on the sale of capital stock in excessive commissions on its sale, has other huge organization expenses, and writes a costly new business, the reverse will be the case. When this company gets a little older, it may decide to carry the full reserve, dispensing with the modification allowed by the government on new business. It may also begin paying dividends on its quinquennial and annual dividend business, or writing a greater proportion of non-participating or low-priced insurance. The ratios as above will then be considerably lowered. If it retains a large margin or surplus, however, or writes a large proportion of deferred dividend business, and decides not to push too energetically for new business, it may, of course, show higher ratios herein than a more progressive company especially if the latter company is paying liberal profits to policyholders as they are earned.

INDICATIONS OF SOUNDNESS.

5. (a) Surplus to assets.
- (b) Surplus to liabilities.

Both these ratios generally indicate a sound position, but have much the same defects for comparative purposes as the two mentioned under (4) above. One feature which might affect the ratio considerably is the amount of contingent reserve which a company has transferred from the surplus. The practices of companies differ very greatly sometimes in this respect.

It is perhaps needless to say that the net assets should be taken. The ratio of a company might be considerably altered were no consideration given to a heavy bank overdraft, due and unpaid claims, etc., appearing in the liabilities.

EXPENSE RATIOS.

- (B) "Old companies'" ratios.
1. (a) Expenses to premium income.

- (b) Expenses to total income.
- (c) Expenses to insurance in force.

Expense ratios are favorites of the old companies, and they present them in peculiar lights and weird colors. "When other helpers fail and comforts flee," the old company falls back on some tricky expense rate, and it would be difficult to find one not too poor to do them reverence. They are indeed ticklish items that require careful and delicate handling. No other ratios lend themselves so readily to unfair deductions; no other ratios contain so many lurking fallacies. It is well nigh impossible to obtain an absolutely fair comparison of the expense ratios of companies, as they are affected so readily and in such a pronounced way by the various peculiarities of the business of each company. The three mentioned above are the ones most generally used. It is obvious at once from a consideration of the great proportionate cost of new business that the company doing the largest proportion of new business will, in all probability, show the highest ratio of expenses to premium income. The ratio then is a tax on the young company, or in the comparison of companies of equal age and size upon the more progressive one. Where the total income is used, the ratio is even more unfair, for we now introduce the large interest income of the old companies, upon which the expense is negligible as compared with that upon the collect on of premiums.

It is easy to show by figures how a young company, getting its business actually cheaper than an old company, can yet be made to appear to be obtaining it at a greater proportionate cost.

Assume Company A has:

Business in force Dec., 1913.....	\$150,000,000
Income in year 1914—	
Premium income on old business.....	7,500,000
Interest income.....	2,500,000
Premium income on new business.....	500,000
Total income.....	\$10,500,000

Its expenses are 15 per cent. of premiums on old business, and 100 per cent. of premiums on new business.

15 per cent. of \$7,500,000 is.....	\$1,125,000
100 per cent. of \$500,000 is.....	500,000
Total expenses.....	\$1,625,000
Ratio of expense to income,	
\$1,625,000	
\$10,500,000	= 15.5 per cent.

Now take a smaller company, B, which has:

Business in force Dec. 31, 1914.....	\$10,000,000
Income in year 1914—	
Premium income on old business.....	400,000
Interest income.....	125,000
Premium income on new business.....	100,000
Total income.....	\$625,000

Its expenses are 10 per cent. of premiums on old business, and 90 per cent. of premiums on new business.

10 per cent. of \$400,000 is.....	\$40,000
90 per cent. of \$100,000 is.....	90,000
Total expenses.....	\$130,000
Ratio of expense to income,	
\$130,000	
\$625,000	= 20.8 per cent.

Thus, on the surface, it appears that Company B is run more expensively than Company A, because its expense ratio is 20.8 per cent., while A's



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expense ratio is only 15.5 per cent. As a matter of fact, however, Company B would be by long odds the better company in which the policyholder could invest, for while he would be charged 100 per cent. for expenses on his first premium in Company A, he would be charged only 90 per cent. in Company B; while he would be charged 15 per cent. for expenses on each subsequent premium paid in Company A, he would be charged only 10 per cent. for expenses on subsequent premiums in Company B.

(To be continued)

INSURANCE JOURNALS.

Every life agent subscribes for and is a regular reader of one or more of the up-to-date insurance journals. There is now quite a long list to choose from. We subscribe for more than sixty, the latest issues of all of which may be found on file in the Editor's sanctum. It is one of his duties to look through these journals, blue pencil items of more than ordinary interest and start each journal on its trip through the Home Office, where it is read by quite a large number of the officers, department heads and other employes.

We have always regarded knowledge as a fundamental requisite for the accomplishment of large success in any line. No man knows his profession or business as he should unless he be a reader of trade papers. We would not care to employ any business or professional man for any important service if we knew that he does not keep abreast of the times in his own calling. This should apply to insurance men. Service is the keynote of the present day, a word that will be written in still larger letters as time advances. Knowledge is the handmaid to service. Therefore, read.

In the foregoing we have advised you from the standpoint of your own interests. Viewing the subject from another angle, we feel warranted in saying that our trade papers are entitled to your support as subscribers. As a class they occupy advanced ground and stand for progress and sound principles in the great business of insurance. Their influence, and it has been no small factor, has been lined up in support of sane legislation and wise reforms. They have combatted wrong principles in the practice of the companies as well as in legislative halls. This certainly entitles them to the support of agents and companies as well, in whatever way it can be consistently given.—*Federal Life Ins. Co., Chicago.*

RE-INSURANCE ARRANGEMENTS.

In regard to the increase in income reported by the majority of the British fire insurance companies for 1915, the London Times points out that undoubtedly a factor in this increase of income was the cutting off of the German and Austrian markets, where before August, 1914, a large amount of British re-insurance business had been effected. This has been the opportunity of the young British re-insurance companies. In addition to giving off business to these institutions, the great fire offices have sought to place re-insurance in France and Russia, and in certain cases are understood to have retained larger lines themselves which would help to swell their premium incomes.

BANK MANAGERS AND INSURANCE AGENCIES.

The following is from the Grain-Growers' Guide:—
 "We recently received a letter from a farmer who requested a loan from one of the branch banks in Western Canada. The manager of the bank, the farmer tells us, was also agent for a hail insurance company and a life assurance company. Before the farmer was able to get the loan he required he was forced to take out a hail insurance policy with the company represented by the banker, although he said there had never been any hail in his district and he had never required hail insurance. He was also compelled to take out a life insurance policy with the company represented by the banker. The farmer needed the loan and was forced to submit to these impositions before the bank would fulfil its proper function of loaning money to him. Life insurance is something which every farmer should carry, but this Prussian method of imposing it will hardly commend itself in a democratic country. The business of banking in this country should not include hail insurance and life insurance nor any other business except banking, unless it is on a different basis. This will undoubtedly be a matter of discussion between the leaders of the organized farmers and the Western superintendents of the chartered banks at their convention to be held in the course of a few weeks in Winnipeg."

SURETY BOND RISKS.

An element of risk in every form of surety bond, and one that is sometimes lost sight of by the agent writing the business, is the time involved—the term of life of the bond. As every surety underwriter known only too well, long-term bonds, such as guardian, appeal, contracts covering operations extending over a period of years, maintenance of any portion or all of any building, street pavement, or other work, have an increased element of risk. Though a man or corporation may be financially responsible beyond question at the time the bond is executed, and amply able to carry out the obligation for which he or it is guaranteed by the surety company, there is no knowing what his or its financial condition or responsibility may be in a few years.

In the case of guardian bonds, the risk lies in the fact that it not infrequently happens that a guardian of a ward seems to think it perfectly proper to use the funds entrusted to his care in the development of his own business. In many such instances, when called upon to make good his stewardship the guardian is found to have made poor investments of the moneys entrusted to his care, with the result that a part, if not all, of the fund has been dissipated. Joint control of all such funds and securities should be insisted upon by the agent writing the bond, in order that the guarantor may exercise supervision over the expenditures and investments. The applicant's financial standing and his ability to carry out his undertaking is the first measure of risk in the writing of a contract bond. The small contractor, or the one with limited resources, is a poor risk when he assumes to handle a big job. Even the comparatively large contractor who has several uncompleted jobs on hand may find himself financially embarrassed because of the retained percentages on the unfinished work.—*Insurance Post.*



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The NATIONALE FIRE INSURANCE COMPANY OF PARIS, FRANCE.

PAID UP CAPITAL	\$280,000.00
TOTAL FUNDS	729,567.36
NET SURPLUS	202,041.02

SUBSCRIBED CAPITAL	\$2,000,000
TOTAL FUNDS	7,401,200
NET SURPLUS	1,967,100

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HUNTING ACCIDENTS.

In spite of the fact that thousands of persons have been injured or killed by shotgun and rifle accidents, the need for extreme care does not appear to be thoroughly impressed upon the average hunter. Those immediately concerned in shooting accidents have received, in a tragic manner, lessons that will last them a lifetime; but distance weakens the effect of an experience of this kind, and the accident that happens in one place makes little or no impression elsewhere. Furthermore, the number of persons who engage in hunting increases year by year, and this number is probably recruited in considerable measure from the younger and more irresponsible element of our people. Many things that are essential to a thorough education in woodcraft must be acquired by actual experience, but this does not necessarily hold true with respect to safety in handling a gun. In the first place, neither a shotgun nor a rifle should be carried with the mechanism in the ready-to-fire position. If the weapon is of the old-style construction, the hammers should invariably be kept at half-cock, and if it has not hammers the "safety" should invariably be kept in the "safe" position. It takes but a moment to raise a hammer or to throw the "safety" off, and the experienced man will do this automatically as he raises the gun to his shoulder preparatory to aiming it. If all hunters would conscientiously attend to this simple precaution, the accidents from the unintentional pulling of a trigger, and from the catching of triggers upon twigs or upon clothing, and from the discharge of guns in consequence of falls, would be reduced to a mere fraction of their present number.

Many shooting accidents result from mere precipitancy, or hasty and ill-considered action, due to a combination of carelessness and lack of judgment, and a great many human beings have been killed because of being mistaken for wild animals. A motion in the bushes, or a fleeting glimpse of an indefinite object or form, can never justify a hunter in firing. He should invariably wait until he has a clear view of the object, and until he has definitely ascertained its nature. If he cannot restrain himself in this way, he should never carry a gun at all, because if he does he is quite likely, some day, to find that he has killed or badly wounded somebody, and no number of jack-rabbits or grouse or deer can compensate him for that. We know of one case in which a city "sportsman," after having fired at a guide with a rifle and caused the guide to throw himself flat upon the ground and cry out at the top of his voice, fired four more shots at the unfortunate fellow while he was still shouting. A man of this type should never be allowed to roam the woods with any weapon more dangerous than a club or a brickbat.

It is still necessary to warn persons against pointing supposedly unloaded guns toward their companions, because this senseless and dangerous procedure still prevails. Never point a gun at another person, even if you have just removed the load from it with your own hands. Many seemingly inexplicable accidents have happened from guns that were confidently believed (we might almost say positively known) to be empty.

Careful hunters always remove the cartridges from their weapons upon approaching camp. This should, in fact, be made an inviolable camp rule, and if a single man in the party insists upon it he

can almost always secure its adoption by all the other members.

If the rule we have just suggested is enforced, the danger involved in cleaning firearms will also be greatly reduced, though nothing should ever be taken for granted, even in that case. Many deaths and serious injuries have resulted from neglecting to remove cartridges from guns before cleaning, and it is therefore highly important to see that a gun is empty immediately before the cleaning begins.—*Travelers Standard.*

FINANCIAL FACILITIES FOR AFTER-THE-WAR TRADE.

In view of the discussions which have lately taken place in Canada in regard to financial facilities for trade after the war, it is of interest to note what is being done in England in this connection. A committee, composed mainly of prominent bankers has lately been appointed to consider the best means of meeting the needs of British firms after the war as regards financial facilities for trade, particularly with reference to the financing of large overseas contracts, and to prepare a detailed scheme for that purpose. Hitherto the British method of financing these contracts, it is pointed out by the Statist, in commenting upon the appointments of this commission, has been entirely different to the German system, for in England investment money has been generally employed in order to carry out great works of construction, whereas in Germany bankers' money has in the first place usually been employed and investment money only in the second place. In England again the work of obtaining these contracts has been carried on by merchant bankers, who have done so much to build up the foreign trade of the country and to raise capital for British undertakings, by our stock-brokers or by contractors, who have raised the required capital from investors. In Germany the work of obtaining foreign contracts was usually carried on by great banks, who financed the contracts until money could be raised from investors on favorable terms. These German banks worked through affiliated banks formed for the special purpose of promoting German trade in all parts of the world. It will be the duty of the committee to discover if past methods cannot be improved upon and still greater amounts, both of investment and banking money, be placed at the service of traders, in order that no opportunities may be lost for extending trade through lack of financial facilities.

YORKSHIRE INSURANCE COMPANY.

An error in the table published last week of premiums and losses of fire companies in Canada, 1869-1915, resulted in the Yorkshire Insurance Company being credited with a percentage of losses paid to premiums received of 59.5. This percentage should have read 55.2.

The Northwestern Mutual Life has published an exhibit of deaths in 1915, showing average ages when insurance was issued and at time of death. The totals are:—Number of lives, 3,120; average age at entry, 36.7; average age at death, 54.1; average years insured, 17.4.

Traffic Returns.

CANADIAN PACIFIC RAILWAY.				
Year to date	1914	1915	1916	Increase
June 30,	\$52,907,000	\$41,261,000	\$61,252,000	\$19,991,000
Week ending	1914	1915	1916	Increase
July 7,	\$2,343,000	\$1,666,000	\$2,616,000	\$950,000
14,	2,285,000	1,635,000	2,728,000	1,103,000
21..	2,232,000	1,670,000	2,641,000	971,000

GRAND TRUNK RAILWAY.				
Year to date	1914	1915	1916	Increase
June 30	\$24,964,083	\$23,174,746	\$27,271,848	\$4,097,102
Week ending	1914	1915	1916	Increase
July 7,	\$1,048,006	\$990,278	\$1,155,029	\$164,751
14,	1,072,872	989,629	1,211,393	221,764
21..	1,010,895

CANADIAN NORTHERN RAILWAY.				
Year to date	1914	1915	1916	Increase
June 30.	\$9,335,700	\$10,390,000	\$16,073,400	\$5,683,400
Week ending	1914	1915	1916	Increase
July 7,	\$362,000	\$429,400	\$885,100	\$455,700
14,	375,000	449,700	874,900	425,200
21..	378,900	447,700	866,900	419,200

TWIN CITY RAPID TRANSIT COMPANY.				
Year to date	1914	1915	1916	Increase
June 30	\$4,468,940	\$4,547,408	\$4,951,979	\$404,571
Week ending	1914	1915	1916	Increase
July 7..	\$193,724	\$181,958	\$208,874	\$26,916

Bank clearings from 15 Canadian cities for the week ended yesterday show an aggregate gain of \$66,256,175 or 55.5 per cent. over clearings for the corresponding week a year ago.

Canadian Car common, which was carried well over par last fall by excited speculators in "war brides," on Wednesday suddenly slumped 16 points to a new low of 51, closing yesterday at 52. It is apparent that difficulties with the famous Russian shell order have not yet been entirely surmounted, though the Canadian business of the company is reported as gradually working into a stronger position.

CANADIAN BANK CLEARINGS.

	Week ending July 27, 1916	Week ending July 20, 1916	Week ending July 29, 1915	Week ending July 30, 1914
Montreal..	\$69,009,942	\$78,408,200	\$46,740,865	\$59,107,541
Toronto..	47,987,081	46,252,618	34,163,826	43,370,262
Winnipeg..	40,891,782	39,702,256	16,676,215
Ottawa....	4,512,803	5,366,042	3,701,359

**The LIFE AGENTS MANUAL
THE CHRONICLE - MONTREAL**

**Montreal Tramways Company
SUBURBAN TIME TABLE, 1915-1916**

Lachine :
From Post Office—
10 min. service 5.40 a.m. to 8.00 a.m. 10 min. service 4 p.m. to 7.10 p.m.
20 " " 8.00 " 4 p.m. " 20 " " 7.10 p.m. to 12.00 mid.

From Lachine—
10 min. service 5.30 a.m. to 5.50 a.m. 10 min. service 4 p.m. to 8.00 p.m.
15 " " 5.50 " 9.00 " " 8.00 p.m. to 12.10 a.m.
20 " " 9.00 " 4 p.m. " " Extra last car at 12.50 a.m.

Sault au Recollet and St. Vincent de Paul:
From St. Denis to St. Vincent de Paul—
10 min. service 5.20 a.m. to 8.00 a.m. 30 min. service 8.00 p.m. to 11.30 p.m.
20 " " 8.00 " 4.20 p.m. Car to Henderson only 12.00 mid.
10 " " 4.20 " 6.40 p.m. Car to St. Vincent at 12.40 a.m.
20 " " 6.40 " 8.00 p.m. "

From St. Vincent de Paul to St. Denis—
10 min. service 5.50 a.m. to 8.20 a.m. 30 min. service 8.30 p.m. to 12.00 mid.
20 " " 8.10 " 4.50 p.m. " Car from Henderson to St. Denis
10 " " 4.50 p.m. 7.10 p.m. " 12.20 a.m.
20 " " 7.10 " 8.30 p.m. " Car from St. Vincent to St. Denis 1.10 a.m.

Cartierville:
From Snowdon Junction—20 min. service 5.20 a.m. to 8.40 p.m.
40 " " 8.40 p.m. to 12.00 mid.
From Cartierville— 20 " " 5.40 a.m. to 9.00 p.m.
40 " " 9.00 p.m. to 12.20 a.m.

Mountain :
From Park Avenue and Mount Royal Ave.—
20 min. service from 5.40 a.m. to 12.20 a.m.
From Victoria Avenue—
20 min. service from 5.50 a.m. to 12.30 a.m.
From Victoria Avenue to Snowdon.—
10 minutes service 5.50 a.m. to 8.30 p.m.

Bout de l'Île:
From Lasalle and Notre Dame—
60 min. service from 5.00 a.m. to 12.00 midnight.

Tetraultville:
From Lasalle and Notre Dame—
15 min. service 5.00 a.m. to 9.00 a.m. 15 min. service 3.30 p.m. to 7.00 p.m.
30 min. service 9.00 a.m. to 3.30 p.m. 30 min. service 7.00 p.m. to 12 mid.

Pointe aux Trembles via Notre Dame:
From Notre Dame and 1st Ave. Maisonneuve.
15 min service from 5.15 a.m. to 8.00 p.m.
20 " " 8.00 p.m. to 12.20 a.m.
Extra last car for Blvd. Bernard at 1.20 a.m.

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PARAGRAPHS.

The vote of credit asked for in the British House of Commons this week, of \$2,250,000,000, brings the total British credits since the beginning of the war up to \$14,160,000,000.

A fire at 2296 Clark Street, Montreal, recently was set in ten different places! This beats the previous record of setting in five places hollow. And then the job was bungled and very little damage done.

Superintendent T. J. Stewart, of Toronto, takes second place at the end of June among Prudential leaders in industrial and Supt. B. F. Ogilvie, of Edmonton, is first of the proportionate leaders in ordinary.

The Governor of the sovereign state of Mississippi thinks it consistent with the dignity of his office to circularise the insurance companies asking them to advertise in a daily paper which supports him politically.

Previous to the change in the Bank of England's discount rate to 6 per cent. recently, the rate had remained at 5 per cent. since August 8, 1914—four days after Great Britain declared war on Germany.

The Continental Insurance Company has received an additional Dominion license to transact tornado business and the American Central, a new license replacing former licenses, to transact fire, tornado and hail business.

For the first quarter of the fiscal year, ended June 30th, Canadian domestic exports were \$245,381,035 against \$113,578,221 in the corresponding period, and imports, \$186,245,480 against \$98,037,187 in the first quarter of the last fiscal year.

Arkansas politicians are advocating the taking up of fire insurance by the State "for revenue." The joke in this is that last year the Arkansas loss experience of the companies was 96.8 per cent. of premiums, while in the six preceding years, the loss ratio ranged from 60.5 per cent. to 134.8 per cent.

The Mutual Life of Canada's special agent in Hamilton, C. B. Linton, has established what the company believes to be a record, having written fifteen applications on the same life. Recently Mr. Linton wrote an application for \$50,000, which completed \$200,000 held by the Mutual of Canada on this one life.

The American Experience Table of Mortality, now in almost universal use on this continent, was compiled by Sheppard Homans, the then actuary of the Mutual Life of New York. The contribution method of apportioning surplus to policyholders was devised by Mr. Homans and his assistant, Mr. David Parks Fackler, while the continuous instalment, or life income policy, was devised by Mr. Emery McClintock, for many years actuary of the Mutual Life, and originally issued in 1893 on the Company's 50th anniversary.

American fire companies report that the peculiar climatic conditions of this season have had their effect on farm insurance losses. The season has been wet in many sections, which has reduced the fire losses, but the lightning and tornado losses have been well above the average, so that the net results are less satisfactory than usual.

Defenders of the Saskatchewan Municipal Hail Commission against various attacks which have been lately made upon it, are now laying stress on the fact that back of it is "the strength of the very strongest hail insurance company in America," with which risks over a limited amount in any one township are re-insured.

An English contemporary revives the following "chestnut":—A farmer in a small way walked into the office of one of our fire insurance companies and intimated that he wished to insure his barn and a couple of stacks. "What facilities have you for extinguishing a fire in your village?" inquired the superintendent of the office. The man scratched his head and pondered over the matter for a little while. Eventually, he answered, "Well—it sometimes rains."

As a young man, when I was first looking forward to the obligations of manhood and the duties of fatherhood, I realized that there was only one way in which a poor man without capital could protect his family from the vicissitudes of fortune and make proper security against the day which must come to us all, and that was through life insurance. And I have been interested in life insurance, adding to my holdings in life insurance from that time to this. If I were to die to-night, to a very large extent the entire protection of my family would consist of life insurance policies.—Charles E. Hughes, U. S. presidential candidate, speaking in New York in 1908.

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