

The Chronicle

Banking, Insurance and Finance

ESTABLISHED JANUARY, 1881

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MONTREAL, JUNE 20, 1919

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THE GENERAL FINANCIAL SITUATION.

That the labour difficulties which developed in an acute form in the West several weeks ago, were likely to spread to the East was foreseen by the business community, which is consequently not surprised at the turn events have taken in Montreal and some of the other industrial centres this week. A close-range view of these troubles is not particularly conducive to sympathy with the strikers. In one case in Montreal, a strike has followed within a week of the employer granting without being asked for it, a 10 per cent. increase in wages and a pension fund. In another, a plant which developed a branch of the steel industry not previously operated in Canada, the workmen had to be taught everything they now know, were paid the usual wages while learning, and are now receiving a scale of wages that on the face of it is not merely sufficient but generous. Unreasonableness of this sort deserves no encouragement, and the sooner the strikers are brought to their senses through a policy of firmness, the better. In this connection, satisfaction is expressed with the decisive action taken by the Dominion Government at Winnipeg, in arresting noisy leaders who were discouraging strikers only too willing to go back to work, from doing so. It is to be hoped that the ample powers taken in Parliament a few days ago to deal with individuals of this type will be vigorously applied.

Those who allow themselves to be bamboozled by noisy agitators into foolish strikes at the present time are doing their best, though they are probably unaware of it, to assure for themselves unemployment in the not very far distant future. For the last five years, Canadian industry, manufacturers and workmen alike, have been spoon-fed. During the war-period, not merely had they orders thrust upon them at, in many cases, almost any price they liked to name, but in some cases it is a literal fact that they were implored to take up new work. Hence, the extravagant wages which munition workers and others received during the war-period. The spoon-feeding process is still going on to some extent, though the granting of Dominion Government credit for purchases by foreign countries of Canadian products, but it is not likely to last long. Only a week or two ago, Sir Thomas White instructed that when the present credits are exhausted, Canadian industry will have to fend for itself. That is to say, business

will have to be gone after instead of being watched for, and it will have to be secured in the face of severe competition. If Canadian products cannot succeed in that competition, owing to their high cost as a result of the unreasonable demands of labour engaged in their production, the labour which makes those unreasonable demands will speedily find the weekly pay envelope missing.

The fact is that the halcyon days of profiteering by the blood and misery of millions—profiteering in which the overpaid workman as well as the "bloated capitalist" stand, are over, and Canadian industry has got to get down to brass tacks. Mr. Lloyd Harris, the chairman of the Canadian Trade Commission, has lately been telling the assembled manufacturers at Toronto some home thrusts about the new necessity of going out and getting business instead of waiting for it to be left on the doorstep, and the workman in his turn will soon find that there is no further place for those who half-work at 80 cents or a dollar an hour. To those who have got used to being spoon-fed, the process of transition to the new order is not going to be a pleasant one, and it is to be expected that there will be considerable trouble, particularly with labour, in this process. But the change is as inevitable as fate, as those who are unwilling to face realities will find before long to their cost.

That the leading financiers of the United States are awake to the fact that the maintenance of present productive capacity and earnings calls for extraordinary methods is shown in the tentative proposals for the necessary machinery outlined a few days ago by Mr. Henry P. Davison, a partner in the firm of J. P. Morgan & Company. Mr. Davison suggests as a means of accomplishing the reconstruction of European industries so that the countries of Europe may be enabled to meet their financial indebtedness to America, that a central committee in Europe be formed to determine the needs in raw materials and manufactured products of the several centres concerned, and that the industrial and financial resources of the United States be co-ordinated by the formation of a central body to pass on European requirements and to decide on distribution. Financing of these requirements would be achieved through what Mr. Davison calls debentures, based on the commercial operation but guaranteed by the importing European country. It is significant that in

(Continued on page 621)

BANK OF MONTREAL

ESTABLISHED OVER 100 YEARS (1817-1919)

Capital Paid up. \$20,000,000

Rest, \$20,000,000

Undivided Profits, \$1,661,614

Total Assets - - \$489,271,197

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Established 1867 Head Office: TORONTO

Paid-up Capital - \$15,000,000

Rest - - - - 15,000,000

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Incorporated by Act of Parliament 1855

Paid-up Capital - \$4,000,000

Reserve Fund - 4,800,000

HEAD OFFICE - - MONTREAL

Collections made through this Bank in all parts of the Dominion, and in every part of the civilized world through our Agents and Correspondents, and returns promptly remitted at lowest rates of exchange.

Commercial Letters of Credit and Travellers' Circular Letters issued, available in all parts of the world.

EDWARD C. PRATT

General Manager

The Chronicle

Banking, Insurance and Finance

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F. WILSON-SMITH, *Proprietor and Managing Editor.*
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MONTREAL, FRIDAY, JUNE 20th, 1919

THE GENERAL FINANCIAL SITUATION.

(Continued from Page 617)

making these proposals Mr. Davison emphasized the importance to the United States of Europe as a customer if the present rate of production and earnings in the United States is to be maintained. While the problem of keeping up production and earnings in Canada may not be so serious as in the United States, it undoubtedly exists, as the idle factories which up to six months ago were busy with munitions, testify. However, it is clear enough from these and other indications, that the United States will be a strong competitor in the world's markets in the future, and that, while in Great Britain there may be a sentimental preference for Canadian products, that preference is not likely to extend to the point of paying a higher price for them than would be accepted for similar goods by other parties, nor will orders be given unless they are sought for and the terms are right. In the solution of the problems arising out of these points, lies a good deal of the future prosperity not merely of Canadian industry, but in particular of Canadian labour.

While the ordinary consumer buying a retail store the signs of a decline in prices are not yet numerous, there are indications that in some lines at least the peak has been reached or passed, and a downward movement, downward, if very gradually downward, begun. Price lists of textile goods which the manufacturers are now selling, are reported as showing a shading from previous lists in a number of lines, though necessary the lists are still very high. It is likely, however, to be some time yet before the general public gets the advantage of these shadings as what is now being sold by the manufacturers will not be on hand in the retailers until next spring. The long period of time elapsing between sale by the manufacturers and sale by the retailer to the public partly accounts for the fact that in many lines of ordinary consumption, particularly clothing lines, the public is now paying higher prices than while the war was actually in progress. This is due to the simple fact that it is only now that goods manufactured when raw materials were reaching their top prices are coming into the hands of the retailer. All this year as old stocks are sold out

and replaced at the maximum wholesale prices, this tendency will be in evidence. So far as imported goods are concerned, considerable difficulty is still being experienced in the matter of deliveries. In English woollens, for instance, there is still a great scarcity, and Canadian business men who have been lately touring the English woollen districts, report that it is likely to be 1920 before the manufacturers get really busy with export trade. Then, however, they say, prices will be lower, which will be comforting news to the ordinary individual to whom the buying of a new suit has in the last year or two, become a financial operation of the first magnitude.

While the recent brisk demand for the Victory Bonds which has put these issues to new high levels within the past few days, may be in fact, as is alleged, due in part to the Income Tax proposals for the new Budget, the movement is probably mainly the result of the brisk investment demand for good-class bonds which continues to be reported by bond-dealers. The several large industrial bond issues which have been lately made have been readily absorbed, and a number of others are under way, indicating that some businessmen at least are taking no heed of the bogey set up by some amateur doctrinaire critics that the recent proposals of the Minister of Finance were a hindrance to enterprise through their alleged temporary character. The amount of Canadian capital which is now going into the development of the pulp and paper industry is particularly noteworthy. While this industry has a great and assured future and will mean much in the development of Canadian export trade in the next decade, it seems that short-sighted views are being taken in regard to it in some quarters. It might be supposed that an industry which brings in a couple of millions a year to the Quebec Government, besides assuring extensive employment all over the province, would be worth an effort to propitiate. So far as we are aware, however, at present practically nothing is being done by way of re-afforestation of the Crown lands cut over, and the efforts of various pulp and paper companies at replanting are apparently quite out of proportion to the cutting now taking place. This matter is one which might very well be brought to the attention of the Provincial Government by those interested.

TRAFFIC RETURNS

Canadian Pacific Railway				
Year to date	1917	1918	1919	Increase
May 31.....	\$6,569,000	\$58,185,000	\$61,827,000	\$3,642,000
Week ending				
June 7.....	2,927,000	2,846,000	2,957,000	111,000
" 14.....	3,165,000	2,914,000	3,062,000	148,000
Grand Trunk Railway				
Year to date	1917	1918	1919	Increase
May 31.....	\$24,274,445	\$17,909,748	\$23,633,447	\$5,723,699
Week ending				
June 7.....	1,333,194	1,012,481	1,119,297	106,816
Canadian National Railways				
Year to date	1917	1918	1919	Increase
June 7.....	.....	\$28,596,366	\$33,999,727	\$5,403,361

The Trust and Loan Co.

OF CANADA

Capital Subscribed	\$14,000,000.00
Paid-up Capital	2,920,000.00
Reserve Funds	2,920,000.00

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30 St. James Street, Montreal

CANADA PERMANENT MORTGAGE CORPORATION

QUARTERLY DIVIDEND

NOTICE is hereby given that a Dividend of TWO and ONE-HALF PER CENT., for the current quarter, being at the rate of TEN PER CENT PER ANNUM on the paid up capital Stock of the Corporation, has been declared, and that the same will be payable on and after WEDNESDAY, the SECOND day of JULY next, to Shareholders of record at the close of business on the Fourteenth day of June.

By order of the Board,
GEO. H. SMITH,
Assistant General Manager.

Toronto, 28th May, 1919.

Prudential Trust Company

LIMITED

<p>Head Office 9 St. John St., Montreal</p>	<p style="text-align: center; font-size: small;">Trustee for Bondholders Transfer Agent & Registrar Administrator Receiver Executor Liquidator Guardian Assignee Trustee Custodian Real Estate and Insurance Departments Insurance of every kind placed at lowest possible rates.</p>	<p>Safety Deposit Vaults Terms Ex- ceptionally moderate. Correspond- ence invited</p>
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Incorporated in 1851

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The Mutual placed upon its books in the first five months of 1919, 100% more business than in the corresponding months of 1918. The wonderful War-record of the Mutual Life and the prompt payment of the many unexpected claims during the recent epidemic—these have proved the value of the institution. The Mutual, moreover, is in a peculiar sense a people's Company being in its control democratic, in its economy strictly co-operative. This means that the system is in line with the "spirit of the age" and so the people naturally turn to the Mutual. The record of the Company for nearly half a century has been one of increasing beneficence, and an ever-growing number of gratified policyholders help on the good work of the agents. As a result there probably is not more prosperous group of workers in Canada today than the representatives of our Company.

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THE CHRONICLE - - MONTREAL

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IEWS THAT PRICES WILL STAY HIGH.

Replies to the circular letter sent out from the Information and Education Service of the Department of Labour at Washington, asking views of business men, bankers, editors, etc., as to the probable course of future prices, continue to reveal a widespread and growing conviction that high prices will last a long time, if indeed they do not prove to be practically permanent. The following are extracts from some of the letters received:—

"We must adjust ourselves to new conditions. The Government borrowed billions of dollars at a time when prices were high. If prices resume their antebellum level we will be compelled to pay those billions back at twice their present value. These bonds should be paid in money of the same value as that with which they were purchased, and to do this prices of labour and its products must be maintained at their present levels. Unless the question of unemployment is taken up squarely and fairly, the Government must assume all responsibility for incendiary propaganda. When labour is fairly treated it is too busy for it.

"It is my opinion that everything will go higher, and then lower. We are building now."

"It is always much more difficult to have prices drop than it is for them to go up, but with better understanding between capital and labour, and harvesting of the immense crops now in sight, I think prices will begin to go down. If the Government could curb unprincipled promoters and speculators it would have a valuable effect."

"My observations are that the great part of the manufactured articles are not worth what it costs to produce them on account of the unnecessary high price of raw materials."

BRITISH MAILS BEHIND SCHEDULE PLANS.

Many complaints are being received in England from Canada and the United States of the protracted delay in the delivery of British newspapers and magazines sent by post to subscribers in those countries. In the present period of labour unrest and political difficulties it is important that accurate news of the situation in Great Britain as conveyed by responsible journals should be available for American readers at the earliest possible moment, and delays in the mail service which result in papers not being circulated until 14 to 20 days after the date of their publication must be regarded as regrettable.

Post office officials in this country express themselves as fully aware of the propaganda value of newspapers, and say that they are doing all they can to expedite delivery. They complain, however, that they have been seriously hampered by labour troubles at the ports. The shipping problem is difficult, even if the sailing of liners is not retarded by dockyard disputes. Owing to the need of making the best possible use of the available tonnage shipping is still under control, and vessels do not always leave at the time originally scheduled. Passages, too, are slower than they would be under normal conditions.

A representative of the "Times" was informed that the mails should leave Liverpool every Wednesday and Saturday, but sailings, through various causes, are sometimes held up for as much as a

week. From April 17 to April 29 not a single boat left this country with mails for the other side of the Atlantic. "We are doing our best," was the statement made, "and in the case of the Canadian mails we do not confine ourselves to the Canadian service. It is often quicker to send the bags by New York—sometimes from Brest—and we use every opportunity presented in this way.

"This method, it should be said, cannot be used for the magazine post. The arrangement for cheaper transport under which the magazine post is carried is only possible between the two administrations with direct connection. A third administration under the existing circumstances cannot be introduced into the scheme. Generally speaking, however, the labour question and the lack of tonnage are at the bottom of the delays which have occurred."

BRITISH BANKS SHOW LARGE EXPANSION SINCE WAR.

The expansion in figures that has taken place since the war in the position of British banks has been remarkable, but it must be borne in mind that it by no means represents more real wealth than the much smaller figures of the pre-war period.

The most striking feature of the changes that have taken place during the war period is the extraordinary expansion in figures. To some extent the expansion in figures is due to amalgamation, but to a greater extent it is due to the manufacture of credit for war purposes. The "Economist's" index number of the prices of commodities shows a rise of 125 per cent since August, 1914. The expansion in figures is really the measure of the economic ills of the war, and there is no virtue in them. It is the outcome of the extraordinary increase in the fiduciary circulation of nearly all countries, and a decrease will take place when the process of deflation begins. The funding of the floating debt will reduce deposits and the supply of currency, and the resumption of trade activity will gradually give a higher value to the figures than they now possess.

The expansion is not confined to England or to belligerent countries; it has occurred in all countries, and even in those countries, such as Egypt, where no war debt has been created. This merely demonstrates the international character of finance, and shows that inflation of credit in one country will affect another country with which it has commercial intercourse, and cause a depreciation in its currency.

The policy of amalgamation has not been confined to England, though naturally London has led the movement. It has shown itself in the operations of banks trading in various parts of the Empire, especially in Canada and Australia. The amalgamation policy has now probably reached its limitations as regards the great London joint stock banks, of which there are only five, whereas five years ago there were eleven. Last year considerable criticism accompanied the announcement of one fusion after another, but the driving force behind the amalgamations was the process of combination taking place in commerce and industry. It was obvious that the creation of larger industrial units, the outcome of the experience of the war, would involve the creation of larger banking units, such as would be able to afford the increased amount of financing which these industrial combinations would require.



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**410 TONS OF GOLD HAVE BEEN PAID TO
POLICYHOLDERS BY
Insurance Company of North America**

THE OLDEST AMERICAN STOCK FIRE INSURANCE COMPANY

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

ROBERT HAMPSON & SON, LIMITED GENERAL AGENTS FOR CANADA MONTREAL

**LONDON & LANCASHIRE LIFE
AND GENERAL ASSURANCE ASSOCIATION
LIMITED**
of LONDON, ENGLAND

ESTABLISHED IN CANADA, 1865

ASSETS EXCEED \$24,500,000

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 164 St. James Street, Montreal, P.Q.

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

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

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**THE LIFE AGENT'S MANUAL
PUBLISHED BY THE CHRONICLE, MONTREAL**

ROYAL INSURANCE COMPANY.

Holding the world's record for magnitude of fire premium income, the Royal Insurance Company reports for 1918 net premiums of \$26,963,279, this hitherto unheard of amount indicates a rise of \$2,550,894 as compared with 1917. For very many years without a break, the Royal has reported an increase in the premium income of its fire department. In 1917 net fire premiums totalled \$24,412,385, showing an unprecedented expansion of \$2,825,625 as compared with 1916; nor does the forward movement, of late so strongly in evidence, exhibit any sign of slackening. In view of the ever strengthening vitality of the company's financial position, it would be difficult to surmise what proportions the business may ultimately assume. The results for the past year show that there has been no supervision from that exceptional managerial supervision, and expert underwriting, which have contributed to the conspicuous success of a business of such magnitude. With this great growth in fire premium income, a very favourable loss experience was enjoyed. Losses called for \$12,615,688 against \$12,351,695 in 1917, figuring a loss ratio 46.79 per cent. compared with 50.59 per cent. in 1917. Since the opening of the present century the loss experience of 1918 was the most satisfactory, with the exception of the year 1905, when the loss ratio for the fire department was recorded at 45.0 per cent. to premium income. Expenses including contributions to Fire Brigades totalled \$9,719,650, figuring a ratio of slightly over 36.0 per cent. comparing with 36.15 per cent. in 1917, and 35.9 per cent. in 1916. The surplus of \$5,021,015 has been carried to Profit and Loss account, from which the sum of \$1,500,000 has been transferred to the Fire Fund, at the end of the year standing at \$19,466,667, (including a reserve for unexpired risk of 40 per cent. and an additional reserve of \$8,919,200.) With the mammoth growth of the Royal's fire premiums, the normal loss experience which has accompanied this growth for many years, has enabled the Company to continue building up reserves of such substantial character as to permit huge conflagrations to be met with equanimity.

Life Department.

Excellent results were secured by the Royal during 1918 in the Life Department. The new policies issued numbered 2,605, assuring \$8,587,680, at annual and single premiums of \$440,595. The total premium income, less re-assurances, amounted to \$4,534,735, while interest brought in \$2,219,755. Claims, including bonus additions were \$4,295,460, and after commission, expenses of management and all outgoings, had been met, the Life and Annuity Funds stood at \$60,994,737—having increased as a result of the year's operations by the large amount of \$1,740,729.

In other branches of insurance, which include marine, accident, employers' liability, burglary, fidelity, live stock, etc., transacted by this great composite office, with world-wide ramifications, we find eminently satisfactory results. The total

net surplus from all departments, including interest, amounted to well over \$9,440,000. One factor, however, must not be overlooked, in connection with such an unusually prosperous year, and that is the payment of national taxation, which in the case of the Royal involved the sum, roughly, of \$3,500,000, as provision for income, and excess profit taxes, indicating a large deduction from the year's profits.

The growth of the Royal's business during the year under review, may be judged by the fact that the Company's net premium income from all departments totalled \$49,722,601, as compared with \$46,074,120 in 1917. While its total assets show an increase of \$9,391,250, and amount to \$142,820,868. The Royal has come through the period of war, with its great financial standing still greater, and an already high prestige still further enhanced.

The Company in Canada.

The Royal has been operating in Canada for nearly 70 years, occupying a commanding position for many years under the management of Mr. William MacKay, and assistant manager, Mr. J. H. Labelle. The Company's business in the Dominion, under the control of such long and experienced management, has been uniformly prosperous. Last year the total net cash received for fire premiums (excluding subsidiary companies) totalled \$1,682,583, net losses incurred figuring a ratio of 49.05 per cent. to premiums, as compared with 55.06 per cent. in 1917, and 52.97 per cent. in 1916. The Queen, a subsidiary of the Royal net cash premium income in Canada, amounted to \$682,427, with a loss ratio of 49.47 per cent., and the Hudson Bay also controlled by the Royal had a net cash premium income of \$175,032, net losses incurred figuring a ratio of 56.70 per cent.

With subsidiaries included, The Royal's fire premiums (net cash) in Canada for 1918 totalled \$2,540,042.

In the Life Department the Company has assumed a commanding position among British offices operating in Canada. Last year the progress made was very marked; the amount of policies new and taken up showed a 30 p.c. increase over the 1917 figures. The war claims experienced by the Company over the whole period of hostilities have proved unexpectedly light, and, unlike the companies whose business lies mainly on this side of the Atlantic, the "Royal" was scarcely affected by the influenza epidemic of 1918-1919. The Canadian new business for the present year promises to be more than double of that secured in 1918. This department has been under the guidance of Mr. R. A. Mannings for some years, with Captain I. W. Watts as superintendent of Agencies.

THE LIFE AGENT'S MANUAL
Published by The Chronicle, Montreal

Commercial Union

ASSURANCE COMPANY LIMITED
of LONDON, England

The largest general Insurance Company in the world
(As at 31st December, 1917)

Capital Fully Subscribed.....	\$14,750,000
Capital Paid Up.....	1,475,000
Life Fund, and Special Trust Funds.....	73,045,450
Total Annual Income exceeds.....	57,000,000
Total Funds exceed.....	159,000,000
Total Fire Losses Paid.....	204,667,570
Deposit with Dominion Government.....	1,323,333

Applications for Agencies Solicited in Unrepresented Districts

Head Office: CANADIAN BRANCH
COMMERCIAL UNION BUILDING, - 232-236 St. James Street, - MONTREAL
W. S. JOPLING, Assistant Manager

Palatine

INSURANCE COMPANY LIMITED
of LONDON, England

(As at 31st December, 1917)

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

N.B.—In addition to the above there is the further guarantee of the Commercial Union Assurance Company Limited, whose Funds exceed \$159,000,000

Head Office
for Canada;
TORONTO



Assets
Exceed
\$80,000,000

Eagle Star

**British Dominions
Insurance Company Limited**

Of London, England

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

DALE & COMPANY, LIMITED
GENERAL AGENTS
MONTREAL AND TORONTO

Head Office
for Canada
TORONTO



Security
over
\$80,000,000

The
BRITISH CROWN

ASSURANCE CORPORATION LIMITED
Of Glasgow, Scotland

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

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

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

JOHNSON—JENNINGS, Inc.

AGENTS ——— INSURANCE ——— BROKERS

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

11 ST. SACRAMENT STREET
MONTREAL, P.Q.

THE FIRE INSURANCE COMPANY OF CANADA

MONTREAL

Authorized Capital, \$1,000,000

Subscribed Capital, \$250,000

Paid Up Capital, \$100,000

GENERAL FIRE INSURANCE BUSINESS TRANSACTED

President: Hon. R. DANDURAND

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

ONE HUNDREDTH ANNIVERSARY CELEBRATION OF AETNA INSURANCE CO. OF HARTFORD.

Several hundred persons were present to offer their felicitations and to enjoy the Company's hospitality on the occasion of the Centennial of the Aetna Insurance Company at the home office, Hartford, Conn., on the 12th instant. Present on the occasion were the following officers of the Company, President, William B. Clark, Vice-President A. N. Williams and Secretary E. J. Sloan, in addition to others, among whom were several officials of other companies. Canada was represented by its chief agent for the Dominion, Mr. A. M. Kirkpatrick, and his partner, Mr. Wood. The occasion was fittingly celebrated by a luncheon, which was served in the company's building.

The occasion marks a milestone in a distinguished career. No company has surpassed the Aetna in honourable dealing. It was organized by men of integrity, and has been conducted by such men for the past one hundred years, during which period a huge business has been built up. The Aetna infant of 1819, with a paid-up capital of \$15,000, has been transformed into the Aetna giant of 1919, with assets well over \$30,000,000, and the payment of over \$178,000,000 for losses during the last hundred years.

The real, vital history of fire insurance in America is contemporaneous with the life of the Aetna. The great development came from ideas, suggestions, innovations and experience that gave fire insurance new impetus and progressively raised it to higher planes of safety, surety and scientific underwriting; many of these the Aetna originated; in many others it co-operated; in none was it a factor without influence.

TERMS OF PEACE AS IT AFFECTS INSURANCE COMPANIES.

The war has imposed an enormous drain upon the funds of Insurance Companies to the prejudice of millions of policy-holders. The war losses, paid on the lives of our heroic citizen soldiers—the men who left their desks and workshops to stand a few weeks later in the trenches, and stem the flood of German invaders—have been enormous. Although the Reparation Clause of the Peace Conference has been carefully scanned, with minute care, it is difficult to discover any hope that the demands of the insurance community has been provided for.

A simple issue is involved in the demand of insurance offices for reimbursement of war claims. "Shall the Germans pay, or shall the millions of British insurance policy-holders and shareholders be left to bear the loss, which the war has occasioned?" One or other must foot the bill. Commenting on this, The Insurance Record says:—Insured persons and shareholders in an insurance office will be taxed twice over to pay for the war unless Germany makes good the losses of the insurance companies. They will pay

to the uttermost as citizens, and they will pay again through the money which has been drained from insurance funds to meet the war claims. An intolerable penalty would be imposed upon the insurance community if they were left saddled with the war claims. Obviously the question cannot be left where it is, and the insurance offices are bound to continue to champion the interests of those whose investments they hold.

Payments on account from Germany are required as follows: £1,000,000,000 by May 1st of next year; £2,000,000,000 within the following five years, and a similar sum at a later date to be fixed by the Commission. Divided among the Allies such sums are insignificant. Seven specific claims are made which Germany must pay in any circumstances. The further sum to be claimed from the enemy will apparently be the difference between the total amount required under those seven heads, and the largest sum which Germany is deemed capable of paying within the next thirty years. This margin may be big or small, according to the views taken by the Inter-Allied Commission on Reparation. By such a slight thread hangs the Allies' chance of gaining an indemnity.

Insurance offices have claimed from the Peace Conference that the enemy should be compelled to repay the war losses inflicted upon these institutions not only by attacks on civilians but also on citizen soldiers. Insurance funds represent one form of the organized thrift of the nation.

LONDON & LANCASHIRE LIFE AND GENERAL ASSURANCE ASSOCIATION.

The directors of the London & Lancashire Life & General Assurance Association proposal to increase the authorized capital to \$5,000,000, and to raise the subscribed capital to \$1,800,000, and the paid-up capital to \$600,000, was unanimously approved of at the meeting of shareholders at the Head Office last month. It was stated that the whole of the proceeds will be employed in the further development of the company's business, and the strengthening of reserves and general position. The company's business in Canada has had most satisfactory expansion this year.

DEATH OF MR. JOHN B. LUNGER.

The death of Mr. John B. Lunger, Vice-President of the Equitable Life of New York, which took place suddenly on the 11th instant, while dining at the Waldorf Hotel, was a shock to insurance circles in all parts of the country.

In announcing his death, the officers of the Equitable took occasion to observe that the society has "sustained a heavy blow, and his associates at the home office, in the field and a great multitude of people have lost a valued friend. . . . The service he has rendered to the society during the last seven years cannot be over-estimated."



THE EMPLOYERS'

Liability Assurance Corporation, Limited
of LONDON, England
Transacts

AUTOMOBILE INSURANCE
covering ACCIDENT, PROPERTY, DAMAGE, COLLISION, FIRE, THEFT
and TRANSPORTATION
PERSONAL ACCIDENT, HEALTH, LIABILITY, PASSENGER and FREIGHT
ELEVATOR, FIDELITY GUARANTEE, CONTRACT BONDS
and FIRE INSURANCE

Offices: { Temple Building : TORONTO, ONT.
Lewis Building : MONTREAL, QUE.

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

APPLICATIONS FOR AGENCIES INVITED

Canadian
Government
Deposit

\$1,622,000.00

Stands First

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



TRANSACTS :

Personal Accident Automobile
Sickness Burglary
Liability [All Kinds] Postal
Fidelity Guarantee

HEAD OFFICE: 302 St. James Street, MONTREAL

R. WELCH, General Manager

C. H. McFadyen & Co., Limited, General Agents
Paris Building, Winnipeg, Man.

The Ocean Accident & Guarantee Corporation Limited

AUTOMOBILE INSURANCE

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

The "OCEAN" can meet these requirements under one contract

Branch Office:

**MERCHANTS BANK BLDG,
MONTREAL**

ARTHUR JAMES,
Superintendent.

W. T. PERRY,
Manager for Canada

Canadian Head Office: Ocean Insurance Building, TORONTO

The Dominion of Canada Guarantee & Accident Ins. Co.

**The Oldest and
Strongest Canadian
Casualty Company**

**ACCIDENT
BURGLARY
GUARANTEE BONDS**

TRANSACTS:

**SICKNESS PLATE GLASS
AUTOMOBILE INSURANCE
FIRE INSURANCE**

E. ROBERTS, Manager
781, LEWIS BUILDING, MONTREAL

C. A. WITHERS, General Manager
TORONTO

Branches: WINNIPEG CALGARY VANCOUVER

THE YORKSHIRE INSURANCE COMPANY, LIMITED.

That the affairs of the Yorkshire Insurance Company are directed with energy and ability is emphasised by the favourable results contained in its 95th Annual Statement published on another page. Holding a magnificently strong financial position, the cumulative result of many years of conservative underwriting practise, the Yorkshire has in recent years notably extended the scale of its operations, and the uniformly favourable results obtained attest the satisfactory quality of its business. Now, within a few years of its centennial the Yorkshire constitutes a worthy insurance representative of the premier English County, under the successful management of Mr. James Hamilton, whose association with the company for a period extending over twenty-five years was fittingly commemorated by the staff of the Head Office on a recent occasion. As a further tribute to his services Mr. Hamilton was elected a director of the Company at the Annual Meeting.

Fire Department.

In 1918 the substantial increment of \$422,920 carried the net fire premiums to \$3,468,540, constituting a record turnover for the Company. Associated therewith is a claims requirement of \$1,767,610, the ratio being 50.9 per cent. as against 48.5 per cent. in 1917, and 47.1 per cent. in 1916. Commissions, expenses and contributions to Fire Brigades absorbed \$1,290,435, an increase of \$173,480, which, under present day circumstances might be expected. Details of the funds available to meet the claims of the Yorkshire's fire policy-holders, reveal a strong financial position. In addition to the reserve for unexpired risks, of \$1,387,425, being 40 per cent. of premium income for the year, there is a general reserve of \$3,462,360, (increased by \$642,445 last year), and a profit and loss balance of \$578,715. A total of \$5,428,300, apart from the subscribed capital, of which \$645,265 is paid up. The investment reserve fund stands at \$1,600,000.

Other Departments.

The newer branches of insurance business, largely the offspring of the last ten or twelve years, are giving a very good account of themselves. These include Accident, Burglary, Workmen's Compensation, Fidelity, Motor Car, Plate Glass, Boiler, Marine, Live Stock, etc. The splendid success of the Marine Branch is the greatest triumph of Mr. Hamilton's administration. The net premiums in this department amounted to \$6,103,145, and after deduction of claims—paid and outstanding—commission and expenses, and carrying \$1,250,000 to Profit and Loss account, there is a balance of \$6,309,950, which is carried forward. Employers' Liability premiums amounted to \$659,735, an advance of \$88,090 on 1917's income. After making full provision for claims paid and outstanding, commission and expenses, the sum of \$100,000 is carried to Profit and Loss, and the balance carried forward is increased to

\$343,465. The general insurance embraces many branches of insurance. Premiums last year totalled \$1,855,665, an advance of nearly \$300,000. Claims paid and outstanding figured a ratio of 45.5 per cent. to premiums as compared with 52 per cent. in 1917. The sum of \$100,000 was transferred to Profit and Loss, and the balance carried forward was increased to \$554,130. The unearned premium reserves of all the accounts have been kept up to 40 per cent. The total assets of the Yorkshire have advanced from \$35,568,310 to \$39,631,215, a growth of \$4,062,905.

Canadian Business.

Since its entry to the Canadian field, the Yorkshire has been under the management of Mr. P. M. Wickham, one of the oldest members of the Canadian Fire Underwriters' Association, and its president, during the present year at Montreal. Policyholders in Canada are treated with the same liberality and courtesy for which the Yorkshire is noted in all parts of the world. Commencing its operations in Canada eleven years ago, the business of the Company has gradually expanded on conservative lines, transacting fire, live stock, and casualty insurance. Last year the Company's total income in Canada from all sources amounted to \$771,619. Of this amount the net cash received for fire premiums totalled \$449,825, a growth of over \$20,000 as compared with 1917. The loss ratio was favourable figuring at 51.21 per cent. Satisfactory progress has been recorded in other departments, with good results.

STRIKE INSURANCE AND LABOR LEADERS

Labor leaders are strongly opposed to the new plan of strike insurance which is being sold so liberally in these days of industrial unrest. They understand that if employers can insure themselves against any financial loss due to a strike they will be much less likely to yield to the demands of strikers; especially when those demands are regarded as unjust. They are finding now that strike insurance also has a reflex influence upon striking workmen themselves. In this connection The Weekly Underwriter cites the following case:—The Wheeler Screen Company at Geneva, Illinois, had a recent experience along this line. Labor agitators called a strike on its plant for some trifling reason to take effect on the morning of May 14. On the evening of May 13 the management called its employees together and told them that the company had recently taken out a policy strike insurance. It explained that the policy guaranteed to the company all interest and overhead charges, salaries, and the average profits for recent years during the continuance of the strike, so that any stoppage of work would cause it no loss. The employees saw that their stopping work would not compel the company to yield to the demand of their leaders, and as the rank and file of the workmen were not interested in the controversy of the walking delegate, the strike promptly fizzled, all the men returning to work within four days.

THE YORKSHIRE INSURANCE COMPANY

ESTABLISHED 1825

REPORT OF THE DIRECTORS FOR THE YEAR 1945

PRESENTED AT THE 95th ANNUAL MEETING OF THE SHAREHOLDERS AT THE COMMERCE CLUB, MONTREAL, ON MARCH 22, 1946

IN THE FIRE DEPARTMENT

THE NET PREMIUM INCOME, after deduction of Re-insurances, amounted to \$3,463,540, as against \$3,045,620 in the previous account.

THE LOSSES were \$1,767,610, the ratio being 50.9 per cent., as against 48.5 per cent. for the previous year.

From the balance at credit of this account \$286,190 has been carried to Profit and Loss, and the Reserve for unexpired liability \$1,387,425.

IN THE EMPLOYERS' LIABILITY ACCOUNT

THE PREMIUM INCOME for the year amounted to \$659,735, the claims incurred being \$255,025 after full provision for those outstanding. The reserve for unexpired liability is increased to \$263,900; provision for outstanding claims, \$282,235, \$100,000 is carried to profit and loss and the balance carried forward is increased to \$343,465.

Revenue Accounts for the Year 1945

FIRE INSURANCE ACCOUNT

Reserve for unexpired risks brought from last year	1,218,250	Claims under policies, paid and outstanding	\$1,767,610
Premiums	3,468,540	Commission	415,900
Interest, Dividends and Rents	\$58,630	Expenses of Management	848,400
Less Income Tax thereon	13,125	Contributions to Fire Brigades	26,000
	45,505	Bad Debts	6,000
		Carried to Profit and Loss Account	286,190
		Reserve for unexpired risks, being 40% of Premium Income for the year	1,387,425
			<u>\$4,732,295</u>

EMPLOYERS' LIABILITY INSURANCE

Balance brought forward	\$270,600	Payments under Policies, including medical and legal expenses in connection therewith	\$242,000
Amount of Employers' Liability Insurance Fund at the beginning of the year:—		Commission	73,400
Reserve for unexpired risks	\$228,600	Expenses of Management	142,300
Total estimated liability in respect of outstanding claims	259,250	Bad Debts	8,000
	487,910	Carried to Profit and Loss Account	100,000
Premiums	659,735	Amount of Employers' Liability Insurance Fund at the end of the year:—	
Interest, Dividends and Rents	\$38,655	Reserve for unexpired Risks, being 40% of premium income for the year	\$263,900
Less Income Tax thereon	8,650	Total estimated liability in respect of outstanding claims	282,240
	30,005		546,140
		Balance carried forward	343,465
			<u>\$1,448,250</u>

Head Office for Canada:
MONTREAL

SUMMARY

Life and Annuity Account	.....
Sinking Fund	.....
Fire	.....
Accident	.....
Employers' Liability	.....
General Insurance	.....
Marine	.....
Profit and Loss	.....
General Reserve	.....
Investment Reserve	.....
Dividend Reserve	.....
Pension and Guarantee Fund	.....

TOTAL INCOME
TOTAL ASSETS

ANCE COMPANY, LIMITED

NO 1824

YEAR ENDING 31st DECEMBER, 1918

OFFICE, ST. HELEN'S SQUARE,, YORK, ON TUESDAY, THE 13th DAY OF MAY, 1919.

IN THE GENERAL INSURANCE ACCOUNT

THE PREMIUM INCOME amounted to \$1,855,665; the claims paid and outstanding were \$845,465, or 45.5 per cent., as compared with 52 per cent. last year; the Reserve for unexpired liability is \$742,265, and after carrying \$100,000 to the profit and loss account the balance carried forward is increased to \$554,130.

THE PROFIT AND LOSS ACCOUNT

includes \$15,000, on-efifth proportion of the Shareholders' profits declared in the Life Department at the Valuation. After payment of the dividend and other charges,

\$400,000 has been carried to the General Reserve Fund, and

\$578,715 is carried forward.

THE GENERAL RESERVE FUND now amounts to **\$3,462,360**

Ending 31st December, 1918

GENERAL INSURANCE ACCOUNT

(Burglary, Live Stock, Motor_Car, Fidelity, Third Party, Plate Glass, Boiler, Etc.)

Balance brought forward	\$ 385,690	Claims under Policies, paid and outstanding	\$845,465
Reserve for unexpired risks, brought from last year	622,450	Commission	264,155
Premiums	1,855,665	Expenses of Management	398,315
Interest, Dividends and Rents	\$53,175	Bad Debts	750
Less Income Tax thereon	11,900	Carried to Profit and Loss Account	100,000
	41,275	Reserve for unexpired risks, being 40% of the Premium Income for the year	742,265
		Balance carried forward	554,130
	<u>\$2,905,080</u>		<u>\$2,905,080</u>

PROFIT AND LOSS ACCOUNT

Balance of last year's account	\$392,930	Dividends to Shareholders	313,220
Interest and Dividends not carried to other accounts	\$206,425	Expenses not charged to other accounts	25,000
Less Income Tax thereon	46,200	Provision for Excess Profits Duty	1,000,000
	160,225	Carried to General Reserve Fund	400,000
Science Money	90	Balance carried forward	578,715
Brought from Life Account	15,000		
" " Fire Account	286,190		
" " Accident Account	12,500		
" " Employers' Liability Account	100,000		
" " General Insurance Account	100,000		
" " Marine Account	1,250,000		
	<u>\$2,316,935</u>		<u>\$2,316,935</u>

MM 1918

.....	\$ 15,397,280
.....	451,470
.....	1,387,425
.....	98,485
.....	889,605
.....	1,296,395
.....	6,309,950
.....	578,715
.....	3,462,360
.....	1,600,000
.....	100,000
.....	114,955

\$31,686,640

\$14,985,895

39,631,215

P. M. WICKHAM,

Manager

First British Insurance Company Established in Canada
A.D. 1804

Phoenix Assurance Co. Limited

OF LONDON, ENGLAND (Founded 1782)

FIRE LIFE MARINE

TOTAL RESOURCES, over.....\$97,000,000.00
CLAIMS PAID EXCEED.....500,000,000.00
DEPOSITS with Federal Government and
Investments in Canada, for security of
Canadian policyholders only, exceed..... 3,000,000.00

AGENTS WANTED IN BOTH BRANCHES. Apply to
R. MacD. PATERSON, } Joint Managers
J. B. PATERSON, }

100 St. Francois Xavier Street - MONTREAL

"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.

Some of the Innovations Introduced by the Equitable During its SIXTY YEARS OF PUBLIC SERVICE

Shortening, Simplifying and Liberalizing the Policy Contract

Immediate Payment of Death Claims

Incontestability after first policy year

Group Insurance for Employees

A Corporate Policy to Protect Business Interests

A Convertible Policy Adaptable to Altered Circumstances

Free Health Examinations for Policyholders

A Home Purchase Policy

A Refund Annuity guaranteeing return of Entire Principal

An Income Bond to provide for old age

New and Improved forms of Accident and Health Policies, thus completing the circle of protection against the hazards of Life, Accident, and Disease.

THE EQUITABLE

LIFE ASSURANCE SOCIETY
of the UNITED STATES

120 BROADWAY W. A. DAY, President NEW YORK

NIAGARA FIRE INSURANCE COMPANY

INCORPORATED 1850

HEAD OFFICE, NEW YORK

Cash Capital
\$1,000,000.00

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

CANADIAN DEPARTMENT 22 ST. JOHN STREET, MONTREAL
W. E. FINDLAY, Manager AGENTS REQUIRED

SCOTTISH METROPOLITAN ASSURANCE COMPANY LIMITED,

Of Edinburgh, Scotland

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

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

GUARANTEE BONDS

ELEVATOR AND GENERAL LIABILITY



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

AUTOMOBILE LIABILITY AND FIRE
Individual or Combined Policies

EMPLOYERS LIABILITY

PUBLIC AND TEAMS LIABILITY

HEAD OFFICE FOR CANADA - - - 164 ST. JAMES STREET, MONTREAL
APPLICATIONS FOR AGENCIES INVITED

CANADIAN FIRE RECORD.

Fire at Saskatoon, Sask.—On the 6th instant a fire broke out on the premises of the Quaker Oats Company. Insurance as follows:—Liverpool & London & Globe, \$17,500; British America, \$30,000; Springfield, \$15,000; London Guarantee and Accident, \$15,000; Caledonian, \$10,000; Minneapolis Under., \$10,000; American Central, \$20,000; Loyds, \$12,500; Pacific Coast, \$10,000; Britannia, \$10,000; Niagara, \$22,500; Hartford, \$50,000; N. Y. Under., \$10,000; No. Empire, \$15,000; Ocean, \$20,000; Continental, \$5,000; Aetna, \$7,500; Globe & Rutgers, \$15,000; Alliance, \$10,000; Royal Exchange, \$50,000; London, \$5,000; L'Union, \$17,500; British N. W., \$5,000; London Ass., \$7,500; Queen, \$15,000; Northern, \$20,000; Royal, \$30,000; Brit. and Can. Under., \$15,000; Century, \$15,000; Rochester Under., \$15,000; Delaware, \$5,000; Great Northern, \$5,500; Queensland, \$15,000; Mount Royal, \$15,000; British Colonial, \$5,000; Union of Canton, \$25,000; British Traders, \$7,500; Firemen's, \$7,500; Guardian, \$55,000; Employers' Liab., \$20,000; Saint Paul, \$50,000; Car. & Gen'l., \$15,000; Phoenix of Paris, \$5,000; Norwich Union, \$10,000; Phoenix Fire, \$5,000; Hudson Bay, \$15,000; Great Northern, \$5,500; British Canadian, \$15,000; General of Paris, \$5,000; Union Ass., \$15,000. Total \$801,000. Loss about \$140,000.

Fire at Trenton, Ont.—On the 16th instant a fire broke out in the nitric acid plant of Briggs & Turivas. Insurance as follows:—North American, \$20,000; Providence, Washington, \$10,000; Employers, \$20,000; Globe & Rutgers, \$20,000; Mount Royal, \$10,000; National of Paris, \$20,000; Fire Ins. Co. of Canada, \$10,000; Royal Exchange, \$20,000; New York Und., \$20,000; Springfield, \$10,000. Others, \$40,000. Total, \$200,000. Loss about \$45,000.

Fire at Newcastle, N.B.—On the 9th instant a fire broke out on the premises of the E. Sinclair Lumber Company. Insurance as follows: New York Und., \$5,000; Nova Scotia, \$32,500; Palatine, \$1,000; Yorkshire, \$2,000; London Ass., \$25,000; Western, \$5,000; General of Perth, \$2,000; Atlas, \$5,000; Commercial Union, \$5,000; Hartford, \$2,000; London & Lancashire, \$10,000; Aetna, \$2,000; Occidental, \$8,000; National of Hartford, \$7,000; Scottish Union, \$2,000; Royal, \$2,000; Sun, \$3,000; Phenix of Paris, \$3,000; Home, \$7,000; North America, \$3,000; North British, \$4,000; Caledonian, \$2,500; General of Paris, \$3,000; London Guarantee, \$3,500; Quebec, \$1,000; North West, \$2,000; Liv. & Lon. & Globe, \$3,000; Royal Exchange, \$5,000; Mercantile, \$6,000; Globe & Rutgers, \$6,500; British Colonial, \$3,500; Dominion, \$2,500; Allied Und., \$4,000; Royal Und., \$5,000; Alliance, \$2,500; Allied Und., \$1,000; Imperial Und., \$2,500; Mount Royal, \$7,500; Union of Canton, \$10,000; British Traders, \$7,500; Fidelity Phenix, \$6,500; Fidelity Und., \$6,000; Continental, \$4,000; Montreal Und., \$6,500; Employers, \$4,500; Prov. Washington, \$5,000; St. Lawrence

Und., \$5,000; Union of England, \$5,000. Total, \$239,500. Loss about \$60,000.

Fire at Restigouche, P.Q.—By the fire which occurred on the 9th instant (already reported) on the premises of the Chaleurs Bay Mills Co., the following companies are interested in the various companies' stock whose lumber were on the premises: Chaleurs Bay Mills Co., Union of London, \$49,700; Northern, \$19,700; New York Und., \$5,000; Home, \$4,600; Atlas, \$13,500; Liv. & Lon. & Globe, \$3,800; Brit. America, \$7,600; Sun, \$14,200; Lumbermen's Und., \$12,500; Mfg. Lumbermen's Und., \$25,000. Total \$155,600. Loss total. On Export Lumber Co Stock: Mfg. Lumbermen's Und., \$30,800; Main & Field Yard Blkt., \$17,000. Total, \$48,000. Loss, total. On Harrison, Robinson & Co. stock: Phoenix of London, \$91,500; Queen, \$58,500; Western, \$7,500; Alliance of London, \$7,500; Royal, \$14,800. Total, \$179,800. Loss, total. On Montreal Lumber Co. stock: Imperial Und., \$15,000; North British and Mer., \$10,000; Westchester, \$5,000; Norwich Union, \$5,000; Hartford, \$5,000. Total, \$40,000. Loss, total. Grand total, \$425,200.

Fire at Nelson, B.C.—On the 13th inst. a fire destroyed four big private launches, three boat houses, and the Nelson Launch Club building. Loss about \$15,000.

PERSONALS.

Among returned soldiers who arrived in Montreal this week per S.S. Olympic, was Major J. C. Wickham, M.D., third son of Mr. P. M. Wickham, Canadian manager of the Yorkshire Insurance Company. Major Wickham left Canada over four years ago with the rank of Captain, attached to No. 3 General Hospital Corps, under the command of Lieut.-Colonel Birkett. After spending some time in France, where he was decorated with the Mons Ribbon, he was transferred to Imperial service at the Moore Barricks Hospital, Shorncliff, England, and latterly did service with No. 14 Canadian General Hospital at Eastbourne, Sussex, England.

Mr. Ferrers Daniell, fire manager of the Royal Exchange Assurance Company, who has been in the United States and Canada for some weeks, expects to sail for home on the Aquitania about the end of the month.

Mr. Thomas F. Dobbin, manager for Canada, Phenix Fire Insurance Company of Paris, sailed per S.S. Metagama on the 7th inst. for Liverpool, en route to Paris, France, to visit the Head Office of his Company. He expects to be absent about six weeks. Mr. Dobbin, who recently returned from the West, informs us that he spent four days in Winnipeg during the strike, the citizens, he states, have grappled with the situation in a very determined manner, and it is quite evident that the strike has to fail.



Security - - \$36,000,000
ONTARIO AND NORTH WEST BRANCH
 14 Richmond Street, East, TORONTO
PROVINCE OF QUEBEC BRANCH
 164 St. James St., Cor. St. John St., MONTREAL.



PERSONAL ACCIDENT
SICKNESS
FIDELITY GUARANTEE

PLATE GLASS
AUTOMOBILE
GENERAL LIABILITY

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

Mount Royal Assurance Company

SURPLUS AND RESERVES, \$1,214,457 **TOTAL FUNDS, \$1,436,842**
TOTAL LOSSES PAID, \$2,692,201

Applications for Agencies Invited

HEAD OFFICE - - - - MONTREAL

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

Established in Canada in 1821

1819 **AETNA (FIRE)** 1919

HARTFORD, CONN., U.S.A.

LOSSES PAID IN 100 YEARS OVER \$174,000,000

J. B. HUGHES, Special Agent, WATERLOO, ONTARIO
 J. R. STEWART, Special Agent, 36 Toronto Street, TORONTO, ONT.
 R. LONG, Special Agent, 515 Yorkshire Bldg., VANCOUVER, B. C.

Union Assurance Society, Ltd.
 OF LONDON, ENGLAND
(Fire Insurance since A. D. 1714)

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

Agencies throughout the Dominion

EXCELSIOR
 INSURANCE LIFE COMPANY
 A Strong Canadian Company

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

The Law Union & Rock
 INSURANCE CO. LIMITED, LONDON. Founded in 1866

Assets Exceed - - \$50,000,000
 Over \$10,000,000 Invested in Canada
FIRE and ACCIDENT RISKS accepted.
 Canadian Head Office: 277 Beaver Hall Hill,
 MONTREAL

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

LIFE AGENTS WANTED FOR CITY OF MONTREAL

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

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

THE CONTINENTAL LIFE INSURANCE CO.

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

NOTICE

The Providence Washington Insurance Company has received Dominion of Canada License No. 799, under the Insurance Act of 1917, for the transaction of Explosion Insurance.

ROBERT HAMPSON & SON,
Chief Agents for Canada.
Montreal.

NOTICE

THE ALLIANCE ASSURANCE COMPANY, LIMITED, OF LONDON, ENGLAND, has received Dominion of Canada License No. 792 under the Insurance Act of 1917, to transact Burglary and Plate Glass Insurance.

T. D. BELFIELD,
Chief Agent and Manager for Canada,
39 St. Sacrament Street,
Montreal, P.Q.

WANTED

Position in Fire Insurance Office—8 years' experience in the business—both languages. Can furnish best of references. Address,

L. A. L.,
c/o The Chronicle,
Montreal.

NOTICE.

The Fidelity-Phenix Fire Insurance Company of New York has received Dominion License No. 797, under the Insurance Act of 1917, for the transaction of Explosion, Riot and Civil Commotion Insurance, in addition to the classes for which it is already licensed.

W. E. BALDWIN,
Chief Agent for Canada,
Montreal.

WANTED

A General Fire Insurance Agency for the Province of Alberta. Have now an organization of 125 local Agents. Apply to

FIRE AGENCY,
c/o The Chronicle,
Montreal.

WANTED

Inspector. — A Fire Insurance Company requires a bright French-Canadian as Inspector for Montreal and the Province of Quebec. Apply, stating full particulars, to

ADVERTISER,
c/o The Chronicle,
Montreal.

NOTICE.

The Continental Insurance Company of New York has received Dominion License No. 796, under the Insurance Act of 1917, for the transaction of Explosion, Riot and Civil Commotion Insurance, in addition to the classes for which it is already licensed.

W. E. BALDWIN,
Chief Agent for Canada,
Montreal.

WANTED

Firm with old-established and important insurance connections requires casualty man; must be capable of supervising General Agency and producing large business. Excellent future. Address, stating qualifications, references and salary, to

BOX 490,
Saskatoon,
Sask.



FIDELITY (FIRE) UNDERWRITERS

OF NEW YORK

HENRY EVANS, President

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

COMBINED ASSETS EXCEED FIFTY EIGHT MILLION DOLLARS
FIRE. HAIL. TORNADO. MARINE

AGENTS WANTED

W. E. BALDWIN, Manager.

HEAD OFFICE for CANADA and NEWFOUNDLAND; 17 ST. JOHN ST. MONTREAL



BRITISH COLONIAL FIRE INSURANCE COMPANY MONTREAL

Authorized Capital, \$2,000,000.00 Subscribed Capital, \$1,000,000.00
Paid-up Capital, \$247,015.79

General Fire Insurance Business Transacted

THEODORE MEUNIER
Manager

THE YORKSHIRE INSURANCE COMPANY, LIMITED

ESTAB. 1824

YORK, ENGLAND ASSETS EXCEED \$39,000,000

FIRE Every description of property insured. Large Limits.
LIVE STOCK .. The Yorkshire is the FIRST COMPANY, licensed by the FEDERAL GOVERNMENT, to transact Live Stock Insurance in Canada.
ACCIDENT Personal Accident, Employers', Automobile, Teams, General Liability, and Plate Glass.

CANADIAN DIRECTORS { Hon. C. J. Doherty, M.P. Alex. L. MacLaurin, Esq. Canadian Manager.
G. M. Bosworth, Esq. Pamphile R. Du Tremblay, M.P. P. M. WICKHAM, Montreal

APPLICATIONS FOR AGENCIES are invited from responsible persons.

DALE & COMPANY, Limited

Marine and Fire Underwriters
CORISTINE BUILDING, - MONTREAL

All classes of Insurance underwritten or placed in reliable companies.

Branch Offices at TORONTO, HALIFAX and VANCOUVER
LLOYD'S, AGENTS MONTREAL

THERE ARE REAL OPPORTUNITIES

awaiting men of ability and integrity to represent a company which has a national reputation for financial strength and progressive management. The positions available are particularly attractive and lucrative, and the salesmen who take advantage of these opportunities will be well repaid.
Write for particulars of our liberal agency agreements.

THE NATIONAL LIFE

ASSURANCE COMPANY OF CANADA
HEAD OFFICE - - - - TORONTO

The Canada National Fire Insurance Company

HEAD OFFICE: WINNIPEG, MAN.

Total Assets - - - - \$2,468,523.98

A Canadian Company investing its Funds in Canada

APPLICATIONS FOR AGENCIES INVITED.

THE NATIONALE FIRE INSURANCE COMPANY OF PARIS, FRANCE

SUBSCRIBED CAPITAL.....	\$2,000,000
TOTAL FUNDS.....	7,491,390
NET SURPLUS.....	1,857,150

J. E. Clement, General Manager
J. A. Blondeau, Asst. Manager L. C. Valle, Inspector

LIFE COMPANIES' INVESTMENTS.

There is little or no risk in connection with Federal and Provincial bonds. The only care that should be exercised is to endeavour to secure them at good yield rates, and for long periods. During the war we purchased these securities at yield rates varying from $5\frac{1}{2}$ to $6\frac{1}{2}$ per cent. Such rates as these have not been obtainable since life insurance companies first started doing business. Municipal bonds and debentures may be the securities of cities, towns, villages or rural districts, and the value of these securities is determined by the financial standing of the municipality issuing them. It is to be said for the credit of our Canadian municipalities that there have been very few defaults covering a long period of years.

Industrial Bonds and Stocks.

In making investments of this character, where so much often depends on the management of the corporation or institutions issuing these securities, greater care is necessary. I fear that those who are entrusted with making investments for life insurance companies are sometimes tempted into the purchasing too liberally of this class of securities on account of the attractive rates of interest they offer, which help very materially in increasing the average earning rate.

Real Estate Mortgages.

Loans or mortgages or real estate constitute one of the most important and safest assets on the books of life insurance companies. To carry a mortgage business on successfully, however, a good organization of loan managers and inspectors must be maintained, which means that real estate mortgage business on successfully, however, a than bonds or debentures.

The Insurance Department at Ottawa has adopted the practice of showing gross interest returns and charging the expenses in connection with mortgage investments in the Government report as home office or branch expense. When

comparing the interest rates shown as "earned" by the various companies due regard must be had to this fact. For example (to suggest an extreme case), a company investing practically all its assets in Western farm mortgages would show a high average rate of interest "earned," but the loaning expenses if deducted would make the actual "net" much lower.

By carrying a good proportion of mortgage investments, however, a life company is better able to maintain a good average rate of interest than if its investments were confined to bonds, debentures and stocks, which do not yield as high returns.—E. M. Saunders, Canada Life.

PERSONALS.

Mr. Ralph Yeo Sketch, general manager Norwich Union Fire Insurance Society, Limited, arrived in New York this week after making an extensive tour of the Company's branches on this Continent.

WANTED

Young man, age 25 years, with seven years' experience in Fire Insurance Office, and speaking both languages, is open for a position.

Address:

M. E.,
c/o The Chronicle,
Montreal.

WANTED

Accountant or Book-keeper, also Loss Clerk, with experience, by large British Fire Insurance Office. Apply to:

T. L. S.,
c/o The Chronicle,
Montreal.

A REAL OPPORTUNITY

For Men Who Have Had Selling Experience of Any Kind

Here is an independent line of work with immense opportunities for the man who has character and selling capacity. You deal with the new and rich fields of Life, Income, Pension and Indemnity insurance. You earn an income that is limited only by the energy and ability you put into your work.

We start you into business: we give you a Free Course in Salesmanship, and help you to make good. Write to-day.

Sales Department:

Canada Life Assurance Company
Toronto, Ont.

STATE INSURANCE.

We have no more reason to expect successful insurance through Governmental agencies than we had through governmental control of the railroads, and the last-mentioned have demonstrated the futility of governmental operation.

Almost every community in the United States and Canada that allowed itself to be launched into a scheme of governmental ownership, and operation, is now looking backward, and wondering how it was ever seduced into adopting schemes so apparently fallacious, and as they have since found, atrociously expensive.

RATE CUTTING.

In the early days of casualty and liability insurance the competition of the "plungers," the adventurers in a new speculation, were very annoying to the agents of conservative companies which were feeling their way in the dark of inexperience. But later these conservative agents were vindicated and "joyed" by the failure of the rate-cutters. Did a single plunger survive?

That part of the public having faith in "cheap" insurance paid dearly for credulity. The ignorant stockholders, equally credulous, lost about all they had ventured, and some of them discovered they had lost more than they thought they ventured.

INDUSTRIAL ACTIVITY AND UNREST.

The general unrest of labour has reached an acute stage in Canada, and it cannot be said that business is yet on a stable basis. Official returns are to the effect that there is a steady and fairly rapid improvement in employment conditions in Ontario and Quebec, in which provinces the chief industries of the Dominion are located. Reports received early in May from 1,969 firms, employing 147,939 persons, indicated a considerable increase in the number of persons upon their pay-rolls, and at a later date in May there was a further increase. The industries which show the greatest activity are lumbering, railway construction, textiles, leather, glass, stone, tobacco, pulp and paper, and the manufacture of vehicles. Farmers all over the Dominion complain of inability to obtain help. In view of the fact that many men are returning from military to civil life, the number of unemployed is not large when compared with the number out of work when the war began. It is evident, therefore, that lack of employment is not the cause of the prevailing unrest, but that it is due largely to the demands of the various classes of workers now on strike for higher wages, a 44-hour week, and recognition of the right of "collective bargaining." The advances in wages already granted are very substantial, but are not regarded by the workers as satisfactory in many cases. Employers are adopting a conciliatory spirit, it being their desire to allay the existing unrest as far as possible. No antagonism exists on the part of industrial employers to the principle of bargaining with organizations of their own work-people,

but there is the strongest objection to the demand that they should deal with councils of workmen representing other industries.

In Winnipeg, Toronto and other industrial centres, strikes exist with a view to enforcing "collective bargaining" a form of "compulsory arbitration." In Manitoba a demand has been made upon the Government to call the Legislature together to pass a measure compelling employers to deal with councils of workmen representing groups of industries whose interests are not identical. In this connection it may be interesting to recall that in 1902 the Trades and Labour Congress of Canada specifically eliminated from their platform the clause "compulsory arbitration" and substituted the word "voluntary." This action was taken in connection with a proposal that the Dominion Parliament should pass a measure requiring the compulsory settlement of railway labour disputes. Objection to the measure originated with the railway employees and their attitude was endorsed at the succeeding session of the Trades and Labour Congress.

The present unrest will seriously deter progress in the readjustment of industries to a peace basis; indeed, such a readjustment cannot proceed satisfactorily until employers can confidently depend upon the faithful observance of contracts made with their employees, and are assured that the efficiency and wages of labour will remain on a basis that will enable Canadian products to be marketed in competition with similar products of other countries.—Bank of Commerce Monthly Letter.

LIVERPOOL & LONDON & GLOBE MANAGERS MEET.

The department managers of the Liverpool and London and Globe in the United States met at the Hotel Greenbriar, White Sulphur Springs, W. Va., on June 16, for a conference with A. G. Dent, general manager from the home office, who by that time had completed a visit to all the departments. It is understood that several important changes in the personnel and territorial arrangements of the departments were decided upon at that time.

PRIMER OF ACCIDENT AND SICKNESS INSURANCE.

The Ocean Accident and Guarantee Corporation of London has issued a little book entitled "Primer of Accidents and Sickness Insurance," which is designed to inform agents and others as to facts relating to the business of accident and sickness insurance, together with the reasons for rules, rates and the numerous features of the business which are constantly arising.

A few of the subjects covered are policy terms; moral hazard, claims, classifications; lessons in selling; the force of suggestion, peculiar cases, and data concerning policy conditions. It is, therefore, a very handy and instructive little book.