

The Semaphore

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DEVOTED TO THE ECONOMIC INTERESTS OF OUR PEOPLE.

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EDITOR SEMAPHORE,
YARMOUTH, N. S.

ANNUAL MEETING

OF THE

MUTUAL RELIEF SOCIETY OF NOVA SCOTIA.

Monday evening, January 27th, 1889, the Society held its Eighth Annual Meeting.

On motion the minutes as published in the SEMAPHORE were approved.

The Address of the President, on behalf of the Directors, and the Secretary's, Treasurer's and Auditors' reports were read.

ADDRESS OF THE PRESIDENT ON BEHALF OF THE DIRECTORS.

Gentlemen of the M. R. S. of N. S.,

When the Society was organized about eight years ago, co-operative insurance in our country

was in a stage of experiment. The idea which suggested itself to the promoters, of furnishing life insurance on the assessment plan at its actual cost, seemed plausible: but was it practicable? The question sought an intelligent and satisfactory answer.

At the outset the Managers, with a belief that co-operative insurance was practicable, and if properly managed, reliable, safe, and would result in a great saving to our people, determined to make an honest experiment. As the years, one after another, have passed, each giving us experience, the conviction has been growing stronger and stronger that our plan is sound, and that we have helped to satisfactorily demonstrate the possibility of permanency in our plan of Assessment Insurance.

Assessment Companies have long been in successful operation in England and on the Continent of Europe, before its adoption in America, but our circumstances and condition being somewhat different, doubts arose in the minds of some as to the question of success. Besides these doubts were greatly increased by a united, persistent and powerful opposition of the agents of Level-Premium Companies.

Notwithstanding the powerful opposition that had to be met, the progress made by Assessment Insurance during the last 20 years has been marvellous. The amount of business transacted, of death claims paid, and of insurance in force, seems little less than fabulous.

The meaning and reason of all this is: that it is this plan, and this plan only, which offers to

the laboring men and men of moderate means, insurance commensurate with their income, and meets a want which the Old-Line Companies with their high rates did not and could not meet.

We are continually being told by our opponents that our foundation is resting upon a false principle and that we will of necessity be short-lived. To emphasize this prophesy they point triumphantly to the number of Assessment Societies that have collapsed. Such argument is equally applicable to the character of some Level-Premium Companies. It has been alleged—and we have not seen it contradicted—that three-fourths of them have failed. It is but fair to say, however, that in both cases much depends upon management. We do admit the fact that many Assessment Companies have “fallen out by the way,” but that should not be altogether imputed to mismanagement, but in many instances defects existed in the plan, and to that reason non-success may be traced. The Managers of the MUTUAL RELIEF SOCIETY have been benefitted by the experience of others. Those Societies from whom we have copied deserve our confidence, and our Society challenges and deserves the confidence of the Canadian public.

Some of our members complain of the increase of assessment as age increases. In reply to these complaints let it be said that the complainants do not understand the question. We have simply agreed to furnish insurance at what it costs; no more, no less. This promise we have faithfully and literally kept and will continue to keep so long as we adhere to this plan. It is this plan, or its equivalent, with honest management, that stands, not only as a guarantee that the Society will meet all its obligations, but also as an assurance that any member who may live out the whole period of his expectation of life, will not be required to pay more than the sum necessary to cover the risk. Your Directors, at the last Annual Meeting, were appointed a Committee to look into the matter of increase of the rate of assessment as age increases, and to see if another table could be made, that would be an equivalent to our present plan, in which the assessments would be level. This Committee will report to you.

A Society with a record of eight years of successful business, that has paid to widows and

orphans about \$106,000 in death claims, and paid all other just claims promptly, and has a reserve of about \$16,000, and is managed in the interest of its members and with economy and prudence, deserves, we should say, the confidence of its members. It is sound to-day and can meet all its obligations promptly and in full, and as a proof of this fact we will point you to the following Annual Reports of the Treasurer and Secretary, and to corroborate these Reports we would inform you that our books and accounts are not only audited annually by competent accountants but are also submitted to the personal scrutiny of the Superintendent of Insurance of Canada.

Touching the question of criticism of the Society and its management, let us say that we believe the largest part of it is directly chargeable to the insinuations and false statements of agents of rival Companies, who, to build up their own Societies, do not scruple to bring the name of a successful rival into disrepute by the grossest misrepresentations. We would suggest when these misrepresentations have unsettled the faith of our members, they should write at once to the office for information. Honest enquiry and honest doubts are always welcome. A statement of facts, we believe, will at once remove all doubts.

Some of our members during the past year have expressed some concern about the growth of the Society. We might say our growth is not rapid, which is attributable to the small territory in which we have been operating and the small number of agents employed, yet we should not forget that an overgrown Society is not desirable. We believe, however, that each year there should be added to our membership an equal or greater number to make good the losses by lapse and death.

Your Directors have tried to do their duty faithfully and to transact the business committed to their hands “with an eye single” to the advantage of the members. Applications for membership are closely scrutinized by our Supervisors, and when everything therein is not clear and satisfactory they are invariably submitted to your medical examiners, every care being used to guard the Society against the admission of persons with physical ailments, &c.

Notwithstanding the Society has passed the period

when the maximum rate of mortality is determined, yet during the past year only eleven deaths from among our members have occurred, which is considerably below the average as shown by Canadian experience. This of itself is an evidence of care in the acceptance of applications.

The Reports of your Secretary and Treasurer are your chief interest, in which will appear the record of our membership and financial transactions. This record is one which we have good reason to be proud of, and should remove all doubts as to the soundness of the Society. As the statement of the Treasurer will show, the Society has performed a mission in many a desolate home. During the last year we have paid to the widows and orphans of our land nearly \$31,000.00.

In closing this, our Annual Address, we should not forget to remind you of the death of our friend and Medical Examiner, the late D. James C. Parish. He was, in every respect pertaining to the interests of the Society, a wise counsellor. In his removal from among us, we lament our loss, not only as an officer of the Society, but as a citizen.

A. C. ROBBINS,
President.

Secretary's Report.

Applications received,	285.	
" declined,	10.	
" accepted,	264.	
" non-completed,	11.	
Number of Members Dec. 31, 1888, 1918,		\$3,464,000
" " added 1889,	264,	375,500
Cancelled for non-payment calls,	221,	381,500
" by death,	14,	27,000
Reduced in amount,		7,000
Increased in amount,		3,000
Number of Members Dec. 31, 1889, 1946,		3,427,000
15 Death Claims paid,	\$31,894.28	
Contested—None.		

WILLIAM V. BROWN, Sec'y.

Treasurer's Report.

1889.		
Jan'y. To Cash Deposit Receipts,	- - -	\$6,000.00
" " accrued interest,	- - -	640.00
" " deposit on call,	- - -	9,992.35
" " in office,	- - -	5.48
		<u>\$16,637.83</u>
Dec. 31. To Cash received during the year:—		
From annual dues,	\$4,446.51	
" certificates,	77.00	
" re-payment by agents,	111.75	
" Indemnity Fund,	29,891.23	
" Interest on deposit receipts,	207.23	
		<u>34,733.72</u>
Total,		\$51,371.55

Cr.	By paid:—	
15 Death Claims,		\$31,894.28
Medical examinations,		15.00
Services President, Directors, Secretary, Treasurer, Assistant, office rent and payment to General Agents,		3,480.67
Insurance Department, Ottawa, taxes,		46.79
Postage, postal cards, printing, advertising, &c., &c.,		876.41
Fuel, gas, telegrams, &c.,		52.21
Cost of compromising and settling death claims and contesting suits,		1,169.66
		<u>37,535.02</u>
	Cash on hand,	\$13,836.53

NOTE.—There are three reasons why our cash balance this year is less than that of 1889:

1st. We paid the Webster claim from our Reserve Fund, and for which no call was made.

2nd. We have paid a death claim of \$1000 as soon as proved, and which will be included in Call 36.

3rd. While in former years we kept the year's accounts open till near the date of the Annual Meeting, this year we closed our accounts on the 31st of December, at which date about two thousand dollars was due on Call 35. This sum has since been paid in.

ASSETS.

Cash deposit receipts,		\$10,000.00
" in bank on call,		3,836.53
" to be collected from Call 36 for amount advanced to pay death claim J. W. Jenks,	1,000.00	
Due on Call 35 (since paid),		2,000.00
Due from Agents,		130.00
		<u>16,966.53</u>

LIABILITIES.

The only Liability is the Claim made by the beneficiary of the late Alfred Gibson for \$2000. This Claim has been heard by the Supreme Court at Annapolis and the Bench of Judges at Halifax. Both Courts decided in favor of the Society, but the Plaintiff has appealed to the Supreme Court at Ottawa, where it is expected the case will be argued during the month of February next.

THOMAS B. CROSBY, Treasurer.

Yarmouth, Jan'y., 1890.

Report of the Auditors.

Mutual Relief Society of Nova Scotia:

We, the undersigned, Auditors of the above Society, have to report that we have examined the books, accounts and vouchers of the Secretary and Treasurer in connection with this Society, and we find the same correct, and in accordance with the Statement signed by us, which shows a balance to the credit of the Society of \$13,836.53.

JAMES H. MUNRO,)
JOB HATHFIELD,) Auditors.

Yarmouth, N. S., Jan'y. 24, 1890.

On motion of Nathan Hilton, seconded by George Bingay, resolved that the Address and Reports, as read, be received and adopted. Passed.

The following Report of the Directors, who were appointed a Committee at the last annual meeting, was read:—

To the Members of the Mutual Relief Society of N. S.:—

GENTLEMEN,—

Your Directors, to whom was referred, at the last annual meeting, the communication of Mr. J. R. Raymond advocating the adoption of a fixed scale of assessments, beg to report:— That there appears to them to be no difficulty in the way of the adoption of such a scale, and as it seems by the representations of our agents that many persons, on being solicited to insure, object to our plan of increasing assessments: we think it advisable, in the interest of the growth and usefulness of the Society, to forestall such objection by adopting an alternative scale, which shall remain fixed in amount, and allowing assurers to elect which they will take.

As this Society insures its members for the actual cost of doing so, and its scale of assessments is based upon that principle, no person of intelligence will expect to be insured under a scale that shall remain fixed in amount, unless such scale shall provide for an assessment materially higher in amount during the earlier years of membership than does the one which we are now using, which increases in amount with the age of the member.

To secure to members adopting the level assessment the benefit of the increased assessments collected from them in the earlier years of their membership, it would be necessary that a certain proportion of each assessment be carried to a special reserve fund to be held and invested for such members exclusively, and to be drawn from to pay death claims on the lives of these members when, during the later years of their membership, their contributions to the indemnity fund shall be less than it costs to carry the risk on their lives.

Your Directors have not thought it necessary, at this stage of the enquiry, to prepare a level assessment table; but they will have no difficulty in doing so, if the Society decides to offer the public this alternative plan.

T. B. CROSBY, Manager.

On behalf of the Directors.

Moved by Nathan Hilton, seconded by Benjamin Rogers, that the Report be received, and that the Directors be authorized to prepare a table showing level assessments, but which must be an equivalent of our present one, thus giving to our members, or those who may hereafter become members, an alternative plan. Passed.

Touching the matter of admitting Women as members, the following Report of the Directors was read:—

To the Members of the Mutual Relief Society of N. S.:

At the annual meeting held in 1888 the question of the expediency of admitting Women to membership in the Society was under discussion, and it was disposed of at that time by referring it to the Directors to be reported on at the meeting held in 1889. Your Directors reported at that meeting in favor of making no change in the Constitution in respect to the admission of Women. Our reasons for reporting in that way were: that a majority of the Board were of the opinion that the risk of carrying insurance on the lives of Women was greater than it was on Men, and that to now admit Women on the same scale of assessments as Men would be doing an injustice to our present members. Since that time we have given the matter more thought, and have now decided to recommend to the Society the admission of Women under the following conditions:—

Approved risks to be taken on married women between 40 and 60 years of age; the certificates to be made payable to their children—in no case to a husband.

On Widows or unmarried Women under 60 years of age. All such certificates to be made payable to children of Widow, or to Mother, or other person who may be dependent upon them for support.

The certificate in no case to exceed \$1000.00.

Admission fee and assessments the same as for Male members.

A Resolution will be offered in line with this Report, and your Directors recommend that you give it your support.

On behalf of the Directors.

A. C. ROBBINS, President.

On motion, it was ordered that the Directors be authorized to make application to the Provincial Legislature of Nova Scotia to have the Act of Incorporation changed, by striking out the word "Male" from the 3rd Section of the said Act; and further, that the Directors be authorized to accept Women upon the terms and conditions recommended by them in their Report.

The former Directors were re-elected for the ensuing year, also the former Auditors.

On motion, meeting adjourned.

WILLIAM V. BROWN, Secretary.

The Semaphore.

Mervin Tabor, Esq., the author of that valuable book entitled "The Three Systems of Life Insurance," touching the question of assessment societies, says:—"There is another class of assessment societies that has been organized on quasi scientific principles. The membership is separated into classes according to their ages, each class including several ages;—'once in a class always in the same class' is their motto, and the assessment for each death is never to be increased. This distinctive feature is kept well in the foreground, as one of the reasons for becoming a member. "Your assessments will never increase." The reason given by one of this class for not increasing the rate of assessment as the age increases and consequently the cost, is the following:—'And as they advance in age the cost to a member does not increase, for every death in the ranks is replaced by a vigorous young member, and the average mortality forever remains about the same.'

"The organizers of this class of societies did not seem to comprehend the fact that when a member was classified, at age 60 for instance, with a permanent rate of assessment at say \$1.80 for each death, he might live to be 75, when the cost of carrying him would be more than three and a half times as much as when he entered the society. It is at this class of societies that the Level Premium companies have fired their most effective missiles, and with the most fatal results.—Hundreds of them have run for a few years and then retired, the direct results of unscientific rating. Such societies may be found all over this country, struggling to perpetuate an existence. Their efforts remind one of an attempt to build a high tower at an angle of thirty-three and one-third degrees off the perpendicular. Such a tower may be built quite high, if the base be broad; but, if continued, after a time the centre of gravity will fall outside the base, when the structure will tumble; not necessarily because the workmen were insufficient, nor that the bricks and mortar were of bad materials, but because they were building against the great law of gravitation. It

might be propped up for a time, and the work of construction be continued, but eventually the structure will fall to the ground, a shapeless mass of bricks and mortar. Thus has it been, and it always will be, with this class of assessment societies. When one of these has been in existence long enough for its centre of gravity to fall outside its base, it has tottered, reeled, and then fallen to the ground. They have fallen like dead leaves of the forest before the autumnal blasts! There is nothing known in the whole range of life insurance, mathematics and experience that can compensate for such unscientific rating. New blood cannot do it. It may postpone the day of retribution for several years, but it is sure to come. It is the penalty for violation of the great law of mortality, that pervades the entire human family."

We give these truthful words to our readers and members, that they may see and understand the great requirement and necessity of increasing the assessment pro rata, as the age increases. By this our tower goes upward, perpendicularly erect, based upon a sure foundation, each member representing a brick, and each bearing his own individual portion of the burden, irrespective of age, by each paying the cost of his own insurance, nothing more or less, thus securing to each member ample protection, equitable rights—the whole equipped by the infallible law of mortality.

We quote from Bacon's Treatise on the Law of Benefit Societies and Life Insurance, Sec. 225, as follows:

SEC. 225. AGE.—Where it is provided that, "If any of the statements made by the applicant as the basis of the contract shall be found in any respect untrue, then the policy shall be void," a misrepresentation as to age will void the policy. The question of age is so material that a false statement in regard to it will be fatal whether regarded as a representation or warranty. Where an applicant for admission to a voluntary association for mutual relief, the rules of which did not admit members over sixty years of age, stated his age, in his application, to be fifty-nine years, when in fact he was sixty-four years of age, it was held by the Supreme Court of Maine that the misrepresentation voided the contract of insurance issued thereon. In this case the court says: "The age of the applicant was a material fact. It more than sixty he could not become a member. His representation of the fact was a warranty of its truth, and if not true, the contract was invalid. This rule is so uniformly held by the courts that no authorities need be cited."

A great many companies make too much ado over the fact that they seldom contest claims. It is the duty of managers to protect honest men against the devices of . . .

Address of Hon. Julius L. Clarke, formerly Insurance Commissioner of the Commonwealth of Massachusetts, delivered Thursday, August 27, 1885.

After a few preliminary remarks, Mr. Clarke said:—

“Long before Assessment Life Insurance began to assume the character and importance of a great commercial enterprise in this country, I had become familiar, through personal visitation and acquaintance at the home offices of foreign friendly societies and fraternal organizations, and others of similar character abroad, with the administration and working of their system, from which our own are the outcome: and in that convention I had come to see and realize, as an official and as a private individual, the growing necessity and demand for a system of life insurance that should be both popular and within the reach of the masses of the people. I mean that portion of our population which, from pecuniary considerations, are unable to comply with the terms of the level premium insurance. And please understand when I make this reference, I mean no implication or criticism of either system. I deprecate antagonisms between them, for I believe that each has its field and its mission to occupy and fulfill.

“Now, gentlemen, when I refer to the topics which have been brought before me I want to emphasize one point, which I consider imperatively important to assessment insurance in this country. Remodeling or reformulating, as I have during the present year, the business methods of some of our assessment organizations in this and other States, I have felt the necessity of a well defined compilation of mortuary experience as appertaining to American Assessment Insurance Companies. Within a few days I have received from a friend in London a report of the friendly and other societies in England for the last ten years, giving mortuary and financial experience—just such as is wanted for use in this country, but compiled from our own organizations.

“We have no reliable, no intelligent compil-

ation of American experience under this system of insurance; and that is what I think you will find an absolute and growing necessity, and one which ought to be secured at the earliest possible date. I say this in view of the fact that assessment life insurance in this country has come to stay, and not only to stay, but to occupy in the future a position which will place it side by side with our great public benefactions. Why, with four thousand millions of outstanding insurance at the close of 1884, and the payment of twenty-three millions in death claims during the year at an expense of only three million five hundred thousand dollars—with such a record as that, its working expenditure computed upon the same basis as that adopted for level premium insurance companies—I mean computed upon the mean amount of outstanding insurance—shows its expense ratio to be the merest bagatelle. I speak in no unfriendly criticism of level-premium companies: both classes have their mission: I believe in both. I believe in yours as within the reach of the masses, who cannot avail themselves of the privileges of the other. And now, gentlemen, with such a record as these statistics present to the people of this country, I venture to say that neither you nor I, nor anybody else, can begin to anticipate or measure the possibilities of Assessment Life Insurance—possibilities already so far realized as warrant the promise of a great public benefaction which ought to be perpetuated.”

Applicants are expected to know what they sign when signing their applications, and they should be careful that they be correct. We wish everyone to know exactly what he is doing, and he should know that if he perpetrates a fraud, or makes a material misrepresentation in his application, his insurance will be voided thereby. We do everything in our power to enable every member to know what he may depend upon, and we wish to make a contract with every member which shall be binding and about which there will be no opportunity for doubt or dispute in the event of his death.

The successful farmer is not the man who by working from daylight till dark, year in and year out, scrimping and fretting, and depriving his family of the necessaries of life, has at the age of fifty succeeded in becoming the owner of two or three farms and has money in the bank. He is not the wealthy old tight-fisted farmer, but the man who by diligence and hard work has succeeded in providing himself and family with a comfortable, pleasant home; who has furnished his home with plenty of good reading matter and necessary conveniences, and has taken time to read and gain knowledge. He is a blessing to the world, is kind and free-hearted and has won the esteem and confidence of his fellow men. Such a man is a successful farmer.—*Husbandman.*

* TEMPERANCE. *

Everybody's War.

BY MISS FRANCES E. WILLARD.

The liquor traffic might do for other lands—it will not do for ours; it might do for earlier centuries—it will not do for the last quarter of the nineteenth. There is war about it in America, the pledge of total abstinence is its muster roll; the gospel hymns are its rallying songs, the badge of blue its uniform. We aim our weapons straight at the brain, straight at the heart. Our bullets are ballots, our sabre-strokes are home-thrusts of pathos, our bomb-shells are statistics and arguments. We find our marching orders in two verses of this Bible in which law and gospel are bound up together. One declares: "Woe unto him that justifieth the wicked for a reward;" the other says: "It is good neither to eat meat nor drink wine whereby thy brother stumbleth."

In this vast and daily enlarging army, the mild, soft-voiced ones, who are afraid of guns and gunpowder may march side by side with the gallant and strong. I seem to hear their gentle footsteps as they gather to fight against rum in the name of patriotism, philanthropy, and God. It is woman, woman after all, who has given the costliest hostages to fortune. Out into the battle of life they have sent their best beloved with fearful odds against them; with snares that have been legalized and set along our streets. Beyond the arms that held them long, their boys have gone forever. There is not one man to whom some woman's life is not a dear and sacred thing; and I appeal to you, by the pain and danger they have dared, who are the best beloved of your homes, to represent by your ballot, their prayers, their tears, their hopes.

But besides being a war of the mothers and daughters, the sisters and wives, this is a war between religion and the rum shop. It is an irrepressible conflict, for the angel must triumph or else the dragon will. And so, whoever is not enlisted in this war, the seventy thousand churches of our land with their eight million members, corporations founded on the avowed principle of self-sacrifice for others' good, ought to come forward and place their names on the total abstinence muster roll.

We have a great horror of arsenic, and fifty other things; the fact is, all these things are a mere bagatelle in relation to the more direct, absolute, immediate and certain poisonings which are caused by alcohol.

A Massachusetts young man, now in Germany as a student, writes home of the distressing poverty which he sees in Germany; of the way women have to work to keep their little ones from starving; that they are glad to do a man's work, but cannot always find it to do, and in that case must beg; that women bear heavy burdens of produce to market, and in addition to the load on their backs is frequently a nursing babe in their arms: and he adds: "The question arises, where is the father? Most likely in some beer-garden with a mug of beer before him, without a thought of the hungry mother and child, who are wandering through the dark and narrow streets crying for bread." He says: "Everybody drinks beer in Germany, even the clergy, and I do not care to associate with any of the young men, as the great and all-important question with them is, where is the best beer sold? . . . There is no home sociability here. What sociability there is is found in restaurants, where women and children, high and low, meet together, and the children learn to drink before they learn to walk." Again he says: "I have become convinced that it is the temperance principle which makes the homes of America the happy, prosperous homes which so many of them are, and that the intemperance of Germany makes German homes what they are."—*Temperance Advocate.*

License laws have been thoroughly tried, and are a notorious failure. A license law never was enforced, never can be enforced, and every cent of money spent in that way is worse than wasted. The battle must be for Prohibition—pure and simple. A prohibitory law, with officers who believe in the law, elected or appointed by a party organized to enforce Prohibition, would make our work a success. Any other plan will fail. High license, low license, in short, all compromises which allow drunkard-makers to carry on the accursed business for a single hour, injure the work and postpone the day of final victory. State and National Prohibition is the only thing which will be accepted by the prohibitionists. And they will defeat any party or man, who, acting as the tool of the drunkard-makers, proposes to use the homes of the country for the blood-money of the liquor-traffic—the ruin of homes, the degradation of women, and the starving of babies, has gone on too long in this country. It must now be stopped, and the man who will not help stop it is guilty as an accessory before the fact.—*John B. Finch.*

There are more men killed, so far as I know English statistics—more men poisoned by alcohol, than are poisoned by all other poisons put together.—*James Edmunds, M. D., London, Eng.*

Alcohol is universally ranked among poisons by physiologists, chemists, physicians and all who have experimented, studied and written upon the subject.—*Professor Youmans.*

The man who laughs is doctor, with a diploma endorsed by the school of Nature; his face does more good in a sick room than a pound of powders or a gallon of bitter draughts.

COLD FACTS.

A human life is uncertain, whether productive or unproductive. If productive, why not provide against the contingency of its loss? Nobody talks about dispensing with fire insurance, though the scattered wrecks of fire companies are seen on every hand. A few life companies have failed, for comparatively small amounts, and we hear men talk of doing without life insurance. It is absurd. The reasonableness of life insurance is based on the same principle as that of fire or marine insurance. Property exposed to risk should be insured. Productive life is property; therefore it should be insured. But the unanswerable argument is in the facts. It lies in what life insurance has done, in what it is doing. There is scarcely a middle aged man in business who cannot point to a family or an estate saved by the timely help of a life policy. There is not a hamlet or a valley in this broad land where the benefits of life insurance are unknown. The companies are paying out annually nearly twenty-five millions of dollars. Every dollar thus paid is a fact; an unanswerable argument. And every man who neglects to protect that which is dearer than all worldly goods must be a selfish and thoughtless man indeed.

Where the insured knows what he pays his money for, and where it goes; can hold, use, and control it until it is needed for tangible purposes of insurance; and need not pay it over for vague and undefinable contingencies, and leave it under the exclusive control of the company, where it becomes a standing temptation for extravagant management and improper use, there is the proper place to insure; for these are the inherent safeguards which protect the rights and interests of the policy-holders, and do not provide solely for the safety and advantage of the companies. So says, and very truly, the *C. B. M. A. Journal*.

Suppose you were a married man—as perhaps you are—and had a good business—as we trust you have—and you were not laying up much money—as you often declare you are not:—and you had several fine children—as we hear you have—and your wife should wake up crying some night—as we trust she may not—and say—as possibly she would in such a case—“I dreamed that you were dead, and we were turned out of the house, and the baby was sick, and I had no money to pay the doctor, and Harry's clothes were ragged and I had no way to get more, and Edith had gone to the Orphan Asylum? Oh, dear? I'm so glad it was only a dream!” What would you do in such a case?—*Quincy, Ill., Whig.*

The Dominion of Canada.

BY REV. W. H. WITHROW, D. D.

O nation, young, and fair, and strong! arise
 To the full stature of thy greatness now!
 Thy glorious destiny doth thee endow
 With high prerogative. Before thee lies
 A future full of promise. Oh! be wise!
 Be great in all things good, and haste to sow
 The present with rich germs from which may grow
 Sublime results and noble, high emprise.
 Oh! be it hence thy mission to advance
 The destinies of man, exalt the race,
 And teach down-trodden nations through the expanse
 Of the round earth to rise above their base
 And low estate, love Freedom's holy cause,
 And give to all men just and equal laws.
 Oh! let us plant in the fresh virgin earth
 Of this new world, a scion of that tree
 Beneath whose shade our fathers dwelt, a free
 And noble nation—of heroic birth.
 Let the Penates of our fathers' hearth
 Be hither born; and let us bow the knee
 Still at our fathers' altars. O'er the sea
 Our hearts yearn fondly and revere their worth.
 And though forth-faring from our fathers' house,
 Not forth in anger, but in love we go.
 It lessens not our reverence, but doth rouse
 To deeper love than ever we did know.
 Not alien and estranged, but sours are we
 Of that great Father-land beyond the sea.

Changed Her Mind.

In paying a claim a short time ago to a widow on the death of her husband, this woman remarked: “When my husband insured his life I told him it was foolishness, but now I see the benefit and righteousness of it. I have a little home here with a mortgage on it, and a large family to support; with what I receive from you I can pay off the mortgage and be enabled to keep my family together.”

During 1886 the assessment associations and societies of the United States collected in assessments the sum of \$34,136,288, and to have purchased from the level-premium companies the same amount of insurance it procured would have cost at least \$102,408,864. That was a saving to the people of just \$68,272,576.

LIFE INSURANCE.

LEVEL PREMIUM VS. NATURAL PREMIUM.

To the Editor Journal of Commerce:

SIR,—I have noticed a series of articles on Life Insurance that have appeared in your journal of dates 22nd February, 15th March, 12th April and 17th May, on which I beg the favor of a little space to make a few observations. It is quite obvious that the object of the said articles is to favor that system of Life Insurance known as the level premium plan, that ought, in my opinion, long ago to have been relegated to *the things of the past*.

The time for theorizing on Life Insurance is gone. We appeal to facts and figures. What do they teach? Simply that that old system is excessive in its rates, and I give the following figures to prove my position. Our eleven Canadian Life Insurance Companies carried last year \$116,372,150 of insurance, upon which they experienced a death-cost of \$7.98 per \$1,000 for all ages, while the premium income represented a sum of \$3,290,739, or \$28.28 per \$1,000—over 200 p. c.! This may be taken as a fair average year for Canadian life experience.

What do we find in the United States? I will take the Official Reports from the year 1859 to 1888 made to the State of New York by the three leading insurance companies of New York—The Mutual Life, The Equitable, and The New York Life. The average death-cost for all those years to these three companies was \$11.50 per \$1,000, while their income per \$1,000 was \$56.29.

The result of this gross overcharge is, that these three companies, all starting business within the last half-century—The Equitable with \$100,000 capital, the other two without any—and all having done an immense business, paying every claim that could possibly come against them; meeting all their tremendous expenses and making rich their numerous officials, they now hold the enormous sum of \$311,492,110 of assets that have never been, and never will be, required for insurance proper. Taking all the American insurance companies together, the aggregate amount of assets held by them now largely exceeds \$600,000,000! What will become of this vast amount of money? God only knows! Such was the answer of a celebrated actuary in New York when asked the question.

Now, in what respect does the Natural Premium system differ from the above? It is worked on precisely the same mortality table—which is the law of all Life Insurance; but it uses the table in the natural way, gradually increasing the rate of premium as the insured advances in age. By this method he pays simply the risk on his life yearly, without being charged from the

beginning with his future expectancy of life, as is the case with the level premium system, and which makes the level premium system, as evidenced by the fact that one-half the number that insure their lives allow their policies to lapse before the sixth year, and only one out of ten carries his insurance to the twelfth year. The average duration of policies in England is nine years, and on this continent seven years and a half. In view of these facts is it not a gross imposition to charge men from the beginning as if it were certain that they will carry their insurance to their expectancy of 20, 30, 40, or more years of life? If our people would only give this matter a little more attention, and take the pains to look into it for themselves, they would soon not only create a mighty revolution in Life Insurance, but save to themselves in the course of time, thousands of dollars that are now being rolled up in vast reserves for the aggrandisement of the companies and the enrichment of their officials.

The effect of the Natural Premium system is that it gives equal security and positive insurance at half the rates charged by the old system.

Your obedient servant.

T. H. SCHNEIDER.

Circular issued by the People's Building Loan and Saving Association, of Geneva, N. Y.

OUR PAID-UP SHARES.

Interesting to those who contemplate Endowment Insurance! Some startling facts in regard to "Endowment" Insurance as compared with an ordinary "Co-Operative Life" policy, and the difference in cost invested in the Paid-up Shares of the People's Building, Loan and Saving Association, of Geneva, N. Y.

THE FACTS.

At the age of 30 years a policy for \$2,000 will cost about \$30.00 per year in the best co-operative life company. At the age of 30 years a twenty-year endowment policy for \$2,000 will cost about \$90 per year, a difference of \$60 per year in the two kinds of insurance.

Now, instead of taking out a twenty-year endowment policy for \$2,000 at a yearly cost of \$90 to secure both insurance for your life and an investment for your savings at the same time, we will suppose that you take out a "co-operative" life policy for \$2,000 at a yearly cost of \$30, and invest the other \$60 per year in The People's Building, Loan and Saving Association.

This \$60 mentioned above will buy one paid-up share in "The People's" with a maturity face value of

\$100, maturity period of five years. This \$100 you may re-invest in paid-up shares for a second period of five years, which will yield you \$160. This \$160 you may again re-invest for a third period of five years which will yield you \$260. This \$260 you may again re-invest for a fourth period of five years which will yield you \$420. This same course may be pursued with each paid-up share that you buy each year during the 20 year endowment period, and what is the result?

The following table reveals the startling fact that at the end of the twenty-year period you may draw from "The People's" the handsome sum of \$3,503.60 as the result of your investment of \$60 per year for 20 years, or \$1,200; and your life has been insured all this time at a cost of \$30 per year, or \$600 for the 20 years. Had you taken an endowment the following would be the result.

Endowment Paym-nt.	\$2,000
Estimated Dividends, about	375
Total,	\$2,375

Your policy is cancelled. Had you taken the co-operative the result would be:

\$60 per year invested in "The People's" for 20 years \$3,503.60.

The Co-operative Policy is still in force and you are 20 years older than when it was first taken. A valuable piece of property, indeed.

If you should die any time during this 20 years, and your chances are one in two, your beneficiaries would get the \$2,000 insurance, and they would get all your accumulations in "The People's" beside.

Why do you pay enormous premiums every year for Endowment Insurance when about one-third the sum thus exacted from you will insure you in some good, reliable "co-operative" life insurance company, and the balance invested in the paid-up shares of The People's Building, Loan and Saving Association will yield you a much better result? This is a question that every intelligent man will consider. Carry your life insurance in a company that is safe, solid and reliable by taking out a "co-operative" life policy, where it will cost you just what it is worth and no more, and invest the difference in cost in "The People's," where it will yield you the largest possible rate of interest, and you have the best Endowment Insurance in the world.

The Profession of a Life Insurance Solicitor.

A very great change has taken place in the intelligence of the public in regard to life insurance within the last twenty years, one of the results being that much greater demands are made on those whose duty it is to prepare agents for the field no less than on the

agents themselves. Greater knowledge of the principles which underlie life insurance, and a better acquaintance with human nature, with an increased amount of that peculiar tact, without which the most perfect training is valueless, is more necessary to success than ever before.

No one who has watched closely the progress made during the last few years can have failed to notice that a higher order of intelligence is necessary to success than ever before. The day has gone by for those men who travel only on their Masonic pin, or on a cheap reputation earned when there were few men in the business, and when the public were rather flattered than otherwise by the persistency of the agent. The present is essentially a hard-headed age, and the man who would succeed must address himself to his business with a will which will not accept a refusal. His methods must be honest, and he must be truthful or he must eventually fail, no matter what his apparent success temporarily. Anything in the shape of misrepresentation soon becomes known and brings its own punishment in the withdrawal of the confidence of the community as well as the moral support of the company. The various schemes now being advertised, leave, in some of the companies, too much to the imagination of the agent, and if he is given to romancing, he is likely to draw too largely for his facts on his hopefulness. We believe it should be the aim of all the companies to so word their contracts that such mistakes, to use no stronger term, would be well-nigh impossible. Of course the public soon learn to judge between the real and the spurious, but when they have been once deceived by one company or system, they are slow of belief in the honesty of any. In order to succeed, the agent must keep himself thoroughly informed, and must, as far as possible, so master the science of life insurance that he can intelligently present its claims. To do this he must bring to bear high mental and moral endowments. He must never allow himself to be placed on the defensive, but must always lead. He must always attack rather than defend. No position of whatever kind taken by any objector should be to him impregnable. He should at all times be able to demonstrate the advantages of life insurance to the family, the individual and the community. The public will always need to be instructed and educated in such matters. The most ignorant agent who pushes his business persistently will always understand it better than the general public, but as their knowledge of the subject becomes greater, he must also advance in knowledge or he will ignominiously fail in his mission. The common impression that anybody will do to solicit for life insurance has long been exploded by those who have given the question any attention, and the companies which are succeeding best to-day, are those who are engaging the most intelligent and honorable men as agents.—*The Bulletin of Life and Accident Insurance.*

Reasons Why we Should Prefer, to All Others, The Mutual Relief Society of Nova Scotia.

- 1st.—It is a Home Company.
- 2nd.—Its Directors and Officers are known.
- 3rd.—Members are made acquainted with the affairs of the Society.
- 4th.—It is Incorporated under Provincial Act.
- 5th.—And registered under the Dominion Insurance Act, and its affairs must be submitted to the Insurance Department of Canada.
- 6th.—It affords Insurance at actual cost, and assessments are only made when deaths among the Members actually occur.
- 7th.—It pays all legitimate claims promptly.
- 8th.—Its books and accounts are always open to the scrutiny of members.
- 9th.—Its members are carefully selected and placed under the strictest medical examination.
- 10th.—Every member has a voice in the control of its affairs.
- 11th.—The Members being mostly in our own country, impositions are not easily practiced.

Its Mission and Purposes.

To establish an Indemnity Fund, from which, on the satisfactory evidence of the death of a member of the Society, who has complied with all its lawful requirements, a sum, not exceeding three thousand dollars, shall be paid to such person or persons as may be named in the application for membership.

Expenses of Management Limited to Admission Fees and Annual Dues.

Total Cost of Admission, which covers all expenses for First Year.

\$ 1,000 Death Benefit	-	\$ 8.00
2,000 " " "	-	9.00
3,000 " " "	-	10.00

SPECIAL RISKS.

In addition to rates as shown in table, an extra annual payment is required from applicants engaged in the following occupations, payable annually, in advance, according to the following table, viz.:-

Engineers of Stationary Engines (according to engine-men)	\$1 to \$10
Captains and Stewards of Ships, Steamships, and Steamboats,	\$7.50
First Mates,	\$10.00

The Increase of the Rate of Assessment

as the age increases, is a sound principle, with which intelligent minds will find no fault.

Sheppard Homans, the distinguished Actuary of New York, says:—"As a person grows older, the risk of dying, or, in other words, the cost of insurance, necessarily increases, and this cost must be paid for, in some shape or manner, under any and every system of life insurance; or, in other words, as the expectation of life decreases, so in proportion must the rates of assessment increase."

Members will be required to pay on receipt of certificate one assessment upon each \$1000 of insurance held by them, the amount in column No. 2 of the Table opposite age, and as often thereafter as may be necessary to replenish the Indemnity Fund. Members may pay in advance upon each \$1,000 of insurance the sum in column No. 1 opposite age, which will continue membership for one year, but if the whole amount is not required in the year, the balance will be carried to the Member's credit on the next year. Column 3 shows the Reserve the Life Insurance Companies are required to set aside in each year. Column 4--the Annual Premium charged for \$1000 Assurance by the leading

Life Insurance Companies. Column 5--The expectation of life at your age.

Thirty days' notice will be given for payment of assessments and dues, and members not paying within that time stand suspended. A death claim will be paid within sixty days of proof thereof in due form.

THIS PLAN

of providing for those who need protection is purely mutual, and to a large extent is original with the Mutual Relief Society of Nova Scotia. It is a plain, avowed plan, that each and every member shall pay into the Society for carrying his risk, each year only, the cost of that year.

No man should make a life insurance company or one of these associations a savings bank for his funds. Sufficient surplus should be kept to meet possible contingencies; no more. All you want is indemnity to your family against the loss of your earnings in the event of your death, and this can best be provided where you pay the actual cost and that only.

We leave it to our own people to choose between it and the old level premium plan. We refrain from berating other Insurance Associations who may do business differently, but we do claim that our plan is cheap, simple and feasible.

Any other plan than that of charging the net cost rate makes insurance, as it were, a luxury, the cost of which is so great that those belonging to the medium classes of our people cannot afford it; hence the class that really require insurance to protect those who may be dependent upon it, are compelled to go without it.

The Government

of this Society is vested in a Board of Directors. These Directors appoint the Officers, determine their salaries, and by committees pass upon all claims for death. All funds of the Society are deposited in the bank by the Treasurer, who is required to furnish bonds, from time to time, as the interest of the Society and the Directors demand, and no cheque to pay death claims can be drawn except by the signature of the President or Vice-President conjointly with the Treasurer. This Society thus presents to those needing insurance all the elements of safety and advantage that knowledge and long experience can devise.

The Directors and Medical Examiners have always taken a very great interest in all matters pertaining to the business of the Society. The Directors meet often and carefully note the work of the Executive Officers. Every safeguard is employed to protect the Society against fraud in the admission of members. Applications are carefully scrutinized by the Supervisors and Medical Examiners. If considered necessary, information as to the character of risks is sought through sources other than the application for membership.

The Guarantee

is provided by requiring each and every member to pay one assessment in advance; the Certificate not being valid until it is paid--the Indemnity Fund is created from this source. This fund is held to meet the first death claim, which is payable within 60 days after proof of death, and approved by Directors.

Permanent Security

may be anticipated upon the same grounds as those upon which rests any other human institution which is carried on upon sound business principles, based upon honesty, and holding a Reserve Fund.

Associations for the Insurance of Lives are to be ranked among the noblest institutions of civilized society, and their usefulness can be attested to by thousands of happy and Independent families, rescued by their means from the bitterness of poverty and the degradation of charity.--Lord Beauchamp.

A policy of Life Insurance is the cheapest and safest mode of making a certain provision for one's family. It is a strange anomaly that men should be careful to insure their houses, their furniture, their ships, their merchandises, and yet neglect to insure their lives, surely the most important of all to their families, and far more subject to loss.--Benjamin Franklin.

Thousands have families growing up around them, whose means of support depend upon the continuance of the father's life; should he die, the income would cease. The children must be withdrawn from school; the mother and elder children must resort to every expedient merely to sustain the family, and in many cases, with the utmost exertion, this cannot be done; the wife will return to her father for support, and the children, separated, must go—the older to seek work, and the younger to be distributed among friends. Such histories are of constant occurrence—*Henry Ward Beecher*.

A policy of Life Insurance is always an evidence of prudent forethought; and no man with a dependent family is free from reproach if his life is not insured.—*Lord Chancellor Lyndhurst*.

All may, by the exertion of a little forethought and a small outlay, protect their families from want, independently of any charity aid.—*M. Rev. Bishop Potter, of Pennsylvania*.

Instructions to Agents.

Scrutinize each application before sending it to the office, and see that all questions are answered and explained.

Agents are instructed to explain fully to all applicants the condition of membership; to tell them that the assessments increase each year with age; that they will be notified when the certificate is sent, to remit one assessment in advance, and that thereafter they will be called upon to pay death calls as often as found necessary to replenish the Indemnity Fund.

Risks Not Accepted.

- 1.—Powder manufacturers, miners, soldiers, common sailors, brakemen and switchmen on any railroads.
- 2.—Persons who have been rejected by any Insurance Company or Association within two years, unless the cause can be satisfactorily explained as not being now an objection.
- 3.—Persons drawing pensions on account of disease.
- 4.—Persons who have been subject to coughing or spitting of blood.
- 5.—Persons who have been troubled with palpitation of the heart.
- 6.—Persons who have had rheumatic fever within a year, or several attacks within ten years.
- 7.—Persons who have, or have had, any form of cancer.
- 8.—Persons under 40 years of age, who have lost both parents, or one parent and one or more brothers or sisters from consumption, or under 35 years of age, if one parent has had the disease.
- 9.—Persons whose chest expansion is not at least two inches.
- 10.—Persons who are twenty per cent. under weight, especially if they have lost relatives from consumption.
- 11.—Persons who are 30 per cent. over weight, especially if they have lost relatives from apoplexy or heart disease, or themselves have had rheumatism, or if their abdominal measurement is greater than their chest measurement.

While these, as a rule, will be rejected, an exceptional case may be favorably considered, provided he is "No. 1" in every other particular and these discrepancies can be satisfactorily explained.

Table of Heights of Weights.

Height.		Average Weight.	30 per cent. Addition.	30 per cent. Deduction.
Feet.	Inches.	Lbs.	Lbs.	Lbs.
5	3	130	169	104
5	4	135	174	108
5	5	140	180	112
5	6	143	186	114
5	7	145	188	116
5	8	150	195	120
5	9	155	200	124
5	10	160	208	128
5	11	165	214	132
6	0	170	220	136
6	1	175	225	140

NOTE.—The above table is prepared and given to the public as a guide to Agents in taking and to persons making applications for membership.

Table Showing Annual Cost of Insurance as Compared with the Old Line Rates, for each \$1000 Insurance.

Age.	Maximum Cost for any year since organization of the Society.	Old Line Rates.	Expectation of Life—Years and one-hundredths.
25	\$ 4.50	\$19.89	37—98
26	4.56	20.40	37—27
27	4.62	20.93	36—56
28	4.68	21.48	35—86
29	4.75	22.07	35—15
30	4.86	22.70	34—43
31	4.98	23.35	33—72
32	5.10	24.05	33—01
33	5.22	24.78	32—30
34	5.34	25.56	31—50
35	5.40	26.38	30—87
36	5.46	27.25	30—15
37	5.58	28.17	29—44
38	5.70	29.15	28—72
39	5.82	30.19	28
40	5.94	31.30	27—28
41	6.00	32.47	26—56
42	6.24	33.72	25—84
43	6.48	35.05	25—12
44	6.72	36.46	24—40
45	7.02	37.97	23—69
46	7.38	39.58	22—97
47	7.80	41.30	22—27
48	8.22	43.13	21—56
49	8.70	45.09	20—87
50	9.18	47.18	20—18
51	9.72	49.40	19—50
52	10.38	51.78	18—82
53	11.10	54.31	18—16
54	11.70	57.02	17—50
55	12.48	59.91	16—86
56	13.32	63.00	16—22
57	14.12	66.29	15—59
58	15.24	67.82	14—97
59	16.32	73.60	14—37
60	17.52	77.63	13—77
61	18.84	81.96	13—18
62	20.22	86.58	16—61
63	21.84	91.54	12—05
64	23.58	96.86	11—51
65	25.44	102.55	10—97

The Annual Dues to be added to the above.

After the first year, the following sums will be required from each member to meet the general expenses of the Society as follows:—

On \$1,000 Benefit	\$2.50
2,000 "	3.00
3,000 "	3.50

OUR GAIN DURING THE YEAR.

We have no apology to offer the public because our gain during 1889 has not been greater, but among the reasons why so few members have been secured are the following:--

That only a few active Agents are at work for our Society.

That Agents of other Companies make special attack on the Society, as shown by the following:--

PROVINCIAL ASSESSMENT INSURANCE.

OTTAWA, Oct. 10.

"The Minister of Justice decides that the Government cannot issue Certificates to Assessment Insurance Companies incorporated by Provincial Acts, on ground that such Societies must be incorporated by Dominion Parliament. A number of Companies are affected, including Mutual Relief of Yarmouth."

The above was copied in nearly every paper published in the Lower Provinces, and alarmed very many of our members, more than three hundred of whom wrote to know if they should remit assessments, and others to say they had decided not to remit any more money, as Agents of other Companies had stated that we would have to close up.

On making enquiry of the Superintendent of Insurance at Ottawa, we were informed that no decision by the Minister of Justice affecting our position had been given. Our conclusion is that the slander was coined by our opponents, to hinder persons from taking membership in the Mutual Relief Society.

A circular was immediately printed and forwarded to our members, and a contradiction published in many of the newspapers of the Province. This cost your Society money, took time, and in the intervening time those who wanted insurance may have taken it with others.

Again, one of our Agents, writes as follows:--

"I find it uphill work in this County, as _____, (giving the name of an agent of another Company), has done us a great injury. He has spent one year in these Counties. His whole aim was to run the Mutual Relief Society."

The above will give you some idea of the efforts on the part of our opponents to hinder our progress: but we can assure you and the public that the Mutual Relief Society is here to stay. When the Society was started we were told that the plan could not succeed, that in a few years the death rate would be so great that the members would leave, that seven years would be the longest time we could possibly exist. Our experience, after eight years, is that we have the lowest death rate

of any Company in Canada, have furnished insurance at a less rate than our competitors, have paid all death claims promptly, and put aside a reasonable reserve as security for the future.

MUTUAL RELIEF SOCIETY,

THOMAS B. CROSBY, Manager.

Since the above was put in type the following has appeared in the "Trade Review," which is further evidence that no reference was made to the MUTUAL RELIEF SOCIETY:--

Some time back the Dominion Department of Insurance notified the Assessment Assurance Companies, acting under an Ontario Provincial charter, that it was necessary for them to obtain incorporation from the Dominion authorities. In Swift vs. the Provident Society, the Court of Appeals of Ontario decided against the order given by Superintendent of Insurance Fitzgerald, in consequence of which some of the companies in question have been notified that they are legally incorporated and that, therefore, further legislation in the way of incorporation of Ontario is unnecessary.—The Canadian Trade Review.

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ST. JOHN, N. B., Dec. 23, 1889.

TO THE MUTUAL RELIEF SOCIETY:

Gentlemen,-- Allow me to congratulate you for your judicious management of our Company for the year soon to close, and the very large amount of money that has been expended by this Company during the year to give relief to the several families who have, under Divine Providence, been bereft of their sole support. This fact should stimulate the Government of our country to give it every support, rather than to put out of existence so important an institution as the Nova Scotia Mutual Relief Society. I trust you will bring this matter before our Government in such a convincing manner, in order that we may continue to have their support and confidence in the future. Wishing you a Merry Christmas and a Happy New Year, I beg leave to remain,

Yours respectfully,

J. R. PIGEON.

FIVE ISLANDS, JUNE 17, 1889.

TO WHOM IT MAY CONCERN:--

This is to certify that J. Robert E. Corbitt, of the firm of Meigs & Corbitt, Five Islands, have been insured in the Mutual Relief Society for 4 years in September next. It has cost me in the 4 years, including admission fee, \$46.89, giving an average of \$11.72 on two thousand. My age was 40 years at the time of insuring. I have such confidence in the Company that I have just insured another thousand, (all that they will insure), and I confidently recommend it to all who wish to insure.

ROBERT E. CORBITT.

An Assessment Company that Does Insure.

Claims Paid to the Widows and Orphans by the Mutual Relief Society of Nova Scotia since organization, August, 1881.

MEMBER.	RESIDENCE.	DATE PAID.	AMOUNT
W. Frank Moses.	Yarmouth, N. S.,	1882 Sept.	\$ 260.82
Wm. L. Allen,	"	" Dec.	362.36
David Hilton,	"	1883 Aug.	376.32
Sarah B. Chute,	Annapolis, N. S.	" June	571.58
William E. Shafter,	Granville,	" Sept.	617.23
Benajah Tedford,	Annapolis, "	" Dec.	700.66
Horace Lent,	Freeport, "	" "	693.77
Ezra Rouch,	Yarmouth "	1881, Jan.	657.80
Amelia R. Parker.	Bridgetown, "	" Sept.	1000.00
William H. Ray,	Melvorn Square, N. S.	1886 April,	2000.00
Henry C. Phillips,	St. John, N. B.	1885, Dec.	1000.00
Edward Hennessey.	Halifax, N. S.	" Sept.	2000.00
George Moore,	S. Andrews, N. B.	1886, March,	1000.00
John F. Brown,	St. John, N. B.	" "	1000.00
Robert Bayley,	Westport, N. S.	" June,	1000.00
David Corbin,	Aylesford, "	" "	1000.00
Robert Lyons,	Waterville, "	" "	1000.00
Robert J. Ryan,	Lockeport, "	" Aug.	2000.00
Matthew Fisher,	Somerseset, "	" "	1000.00
Joseph H. Redding.	Yarmouth, "	" Sept.	1000.00
Maximilien Porier.	Shediac, N. B.	" Oct.	1000.00
W. H. Fairn,	Lawrencetown, N.	" "	1000.00
George M. Harris,	Salisbury, N. B.	" "	3000.00
W. P. McRoberts,	Truro, N. S.	" Dec.	3000.00
Perez M. Ward,	Halifax, N. S.	" "	1000.00
Alex. McLean,	Portland, N. B.	1887, April,	3000.00
Benjamin Yv,	Newcastle, "	" March,	2000.00
Malcolm McLeod.	Truro, N. S.	" June,	595.00
Wilson A. Haley,	Yarmouth, N. S.	" April,	1000.00
Edward Jenkins,	Tyon, P. E. I.	" "	1100.00
Rev. J. A. McLean,	Hantsport, N. S.	" June,	3000.00
David Corbett,	Osawa, Ont.	" July,	2000.00
Wm. E. Trefry,	Yarmouth, N. S.	" "	2000.00
Byron Robbins,	"	" "	1000.00
Isaac V. Dexter,	Liverpool, N. S.	" "	1000.00
Amos Heckman,	Bridge-water, N. S.	" Aug.	1000.00
Wm. A. Beiyca,	St. John, N. B.	" "	2000.00
Samuel Perry,	Halifax, N. S.	" Nov.	3000.00
Jacob Miles,	St. Mary's, N. B.	" "	1000.00
B. D. Reid,	Granville, N. S.	" "	1000.00
George R. Dady,	Hebron, N. S.	" Dec.	2000.00
John Hay,	St. John, N. B.	1888, Jan.	2000.00
George A. Baker,	Portland, "	" "	2000.00
Caleb Gates,	Middletown, N. S.	" March,	2000.00
Nathan T. Baker,	Port Medway, N. S.	" "	3000.00
William McKay,	Spring Hill "	" April,	1000.00
Leshman Fulton,	L. Oaslow, "	" "	2000.00
Jas. S. Kirkpatrick,	Morden Road, "	" "	2000.00
D. J. Gillies,	St. John, N. B.	" July,	2000.00
Henry Zank,	Port Williams, N. S.	" "	2000.00
Alexander Kerr,	Digby, N. S.	" Sept.	1000.00
J. O. Morrow,	Los Angeles, U. S. A.	" "	2000.00
J. M. McLeod,	Kentville, N. S.	" Nov.	1000.00
S. M. Atebibald,	Truro, "	" "	2000.00
William Kane,	St. John, N. B.	" "	1000.00
Gordon B. Forsyth,	Berwick, N. S.	1889, Jan.	1000.00
Theophilus Corning,	Yarmouth, N. S.	" Feby.	3000.00
George Fraser,	Halifax, N. S.	" April,	5000.00
Geo. A. Ross,	Launenburg, N. S.	" "	1000.00
Warren Churchill,	Yarmouth, N. S.	" May,	1000.00
Jas. B. Adly,	Moncton, N. B.	" "	1000.00
J. L. R. Webster,	Yarmouth, N. S.	" "	1891.28
A. J. Goodwin,	"	" July,	2000.00
J. W. Turnbull,	Bar River, "	" "	2000.00
J. Harrison,	St. John, N. B.	" "	2000.00
H. S. Piper,	Bridgetown, N. S.	" Sept.	2000.00
Jonathan Rodney,	Cheggoggin, N. S.	" "	1000.00
Rev. J. F. Kempton,	Riverside, N. B.	" Nov.	2000.00
Samuel Waller,	Truro, N. S.	" "	5000.00
J. W. Jenks,	Parr-boro,	" "	1000.00

Total paid, \$105,729 82

St. JOHN, N. B., Sept. 24, 1889.

To THE PRESIDENT AND DIRECTORS OF THE M. R. S. OF N.S.:

Gentlemen,—I have this day received from the hands of W. S. Morrison, Esq., M. D., \$2000, the same being payment in full for insurance claim on the death of my late husband, John Harrison.

Notwithstanding your care and exactness in requiring me to prove the death, which, owing to the circumstances, was quite difficult, and placed me to considerable inconvenience, yet, after the death was proved, your prompt payment is very satisfactory.

I remain, yours, &c..

ANNIE HARRISON.

WOLFVILLE, N. S., Nov. 28, 1889.

To THE DIRECTORS OF THE MUTUAL RELIEF SOCIETY:

Mr. Chipman called to-day and handed me your cheque for \$2000, to pay the insurance on the life of my late husband, Rev. Joseph F. Kempton.

I gave him the Certificate, signed as you requested. Many thanks for the promptness with which the money was paid.

I have lost an affectionate husband, and life seems to look drear to me. With two children to provide for and educate, I would feel much worse if left penniless. Life insurance is a great boon for poor people. I wonder all do not avail themselves of it.

P. M. KEMPTON, Widow.

TRURO, N. S., Dec. 2, 1889.

To THE PRESIDENT AND DIRECTORS OF THE MUTUAL RELIEF SOCIETY OF NOVA SCOTIA:

Gentlemen,—We hereby acknowledge the receipt from your Agent, A. J. Ford, Esq., the cheques of your Society for \$3000, being amount of Certificate Number 3785, held by the late Samuel Waller. The promptness with which you have paid this claim is very satisfactory to us, and we take great pleasure in recommending your Society to the public.

Yours truly,

SUSAN A. WALLER, Widow.

JOHN WALLER, Son,

HENRY WALLER, Son.

of the late Samuel Waller.

PARRSBORO, Nov. 25, 1889.

To THE PRESIDENT AND DIRECTORS OF THE MUTUAL RELIEF SOCIETY:

Gentlemen,—I hereby acknowledge the receipt of the cheque of the Society from A. J. Ford, Esq., your agent, for the sum of \$1000.00, being the amount of certificate issued by your Society and held by my late husband, John William Jenks. This prompt manner of settling claims is to me very satisfactory, inasmuch as your Company paid this claim upon the 22nd day of November instant, being the very day upon which the proofs of claim were received at your office at Yarmouth, N. S. I believe the public should know of your manner of doing business.

Yours truly,

ESTHER A. JENKS,

Widow of the late John W. Jenks.

**RATE OF ASSESSMENT FOR MEMBERS
HOLDING CERTIFICATE.**

Members will be required to pay on receipt of certificate one assessment upon each \$1000 of insurance held by them, the amount in column No. 2 of the Table opposite age, and as often thereafter as called upon by the Directors to replenish the Indemnity Fund. Members may pay in advance upon each \$1000 of insurance the sum in column No. 1 opposite age, which will continue the membership for one year, but if the whole amount is not required in the year, the balance will be carried to the Member's credit on the next year. Column 3 shows the Reserve the Life Insurance Companies are required to set aside in each year. Column 4—the Annual Premium charge for \$1000 Assurance by the leading Life Insurance Companies. Column 5—the expectation of life at your age.

Age.	Column 1.	Column 2.	3. Reserve.	4. Life Insurance Rates.	5. Expectation of Life Year and one-hundredths.
25	\$7.47	\$ 75	\$8.19	\$19.89	37—98
26	7.58	76	8.51	20.40	37—27
27	7.69	77	8.85	20.93	36—56
28	7.82	78	9.26	21.48	35—15
29	7.98	79	9.56	22.07	35—85
30	8.10	81	9.95	22.70	34—43
31	8.29	83	10.34	23.35	33—72
32	8.47	85	10.76	24.05	33—01
33	8.57	87	11.20	24.78	32—30
34	8.75	89	11.68	25.56	31—50
35	8.93	90	12.18	26.38	30—87
36	9.12	91	12.70	27.25	30—15
37	9.31	93	13.27	28.17	29—44
38	9.52	95	13.86	29.15	28—72
39	9.74	97	14.50	30.19	28
40	9.90	99	15.18	31.30	27—28
41	10.00	1 00	15.90	32.47	26—56
42	10.40	1 04	16.66	33.72	25—84
43	10.84	1 08	17.41	35.05	25—12
44	11.24	1 12	18.16	36.46	24—40
45	11.74	1 17	18.91	37.97	23—69
46	12.34	1 23	19.63	39.58	22—97
47	12.96	1 30	20.38	41.30	22—27
48	13.71	1 37	21.15	43.13	21—56
49	14.48	1 45	21.97	45.09	20—87
50	15.32	1 53	22.80	47.18	20—18
51	16.24	1 62	23.64	49.40	19—50
52	17.25	1 73	24.51	51.78	18—82
53	18.35	1 85	25.41	54.31	18—16
54	19.53	1 95	26.36	57.02	17—50
55	20.83	2 08	27.33	59.91	16—85
56	22.21	2 22	28.32	63.00	16—22
57	23.73	2 37	29.39	66.29	15—59
58	25.33	2 54	30.47	67.82	14—97
59	27.16	2 72	31.60	73.60	14—37
60	29.16	2 92	32.70	77.63	13—77
61	31.35	3 14	33.84	81.96	13—18
62	33.73	3 37	34.96	86.58	12—61
63	36.37	3 64	36.13	91.54	12—05
64	39.25	3 93	37.30	96.89	11—51
65	42.38	4 24	38.49	102.55	10—97

And pro rata thereafter.

ASSESSMENT SYSTEM.

Cost of Insurance in the Mutual Relief Society.

ACTUAL STATEMENTS TAKEN FROM OUR LEDGERS.

Certificate issued July, 28, 1882, to a member aged 62, for \$1000; died August, 1889, aged 69; was insured 7 years and 7 months; total cost \$179.38; annual average \$23.64.

Certificate issued July, 20, 1882, to a member aged 60, for \$1000. He is now 68 years of age, and has paid for 8 years insurance \$163.88; an average of \$20.48 per year.

Objections are taken to our plan of increasing assessments as age increases, and some persons who have had no experience in the matter are hindered from soliciting membership by being told that the assessments in a few years will amount to more than they would have to pay in an Old Line Company.

An examination of the above examples will prove how little it costs to carry a Certificate in the Mutual Relief Society by members over 60 years of age.

DIRECTORS OF THE MUTUAL RELIEF SOCIETY OF NOVA SCOTIA.

- A. C. ROBBINS, President, Ship Owner.
- JOSEPH R. KINNEY, Vice-President, Inspector of Fisheries for Western Nova Scotia.
- ARTHUR W. EAKINS, of the Firm of PARKER, EAKINS & Co., Wholesale Grocers and Export Dealers in Fish.
- EDGAR K. SPINNEY, Wholesale and Retail Hardware.
- JOSEPH R. WYMAN, Wholesale and Retail Furniture.
- CHARLES DODDS, of the Firm of DODDS & JONES, Wholesale and Retail Dry Goods, and Manufacturers of Knit Goods.
- GEORGE G. SANDERSON, Ship Owner and Insurance Broker.
- GEORGE W. JOHNSON, of the Firm of BURRELL, JOHNSON Iron Co. (Limited), Draughtsman, Engineer and Machinist.
- JAMES W. BINGAY, Q. C., of the Firm of T. V. B. BINGAY & Sons, Attorneys-at-Law.
- THOMAS B. CROSBY, Treas., Insurance and General W. V. BROWN, Sec'y, Brokers, Collectors, &c.

Assessment System.

THE MUTUAL RELIEF SOCIETY

OF NOVA SCOTIA.

Organized August 1881. Registered under the Insurance Act, 1886.

HOME OFFICE, - - YARMOUTH, N. S.

A. C. Robbins, President.

Cash in Bank, Dec. 31, 1889, - \$13,836.53
 Number of Members, - - - - - 1,960
 Amount of Certificates, - - - \$3,429,500.00

This Society was organized for the purpose of providing Life Insurance *at actual cost*, and, after eight years' experience, the officers claim that the promises made to the public have been fulfilled.

☞ Certificates issued for one, two, and three thousand dollars.

THE COST.

Admission fee of eight, nine, and ten dollars when making application. Assessments—One in advance (according to age), if application accepted; further assessments as called for to meet death claims.

Each member has to pay the cost of his own insurance—no more. If a member aged 41 holds a certificate for \$1,000, he has to pay \$1.00; while another member of the same age, holding certificate for \$3,000, has to pay \$3.00 each assessment.

EXPERIENCE.

Our experience has been that, from six assessments per year, all death claims have been paid, and several thousand dollars placed at interest as a reserve.

SECURITY.

In addition to the thirteen thousand dollars reserve in Bank, we have two thousand members who remit promptly as often as assessments are made.

For full particulars of the plan, consult our Agents, or write to

MUTUAL RELIEF SOCIETY,

THOMAS B. CROSBY, *Manager*.

WILLIAM V. BROWN, *Secretary*.

A few Reliable Men Wanted, to act as Agents.

NOTICE TO MEMBERS.

When you have occasion to write the Society in regard to your insurance, please give the number of your certificate. This will save us time in finding your account.

NOVA SCOTIA MUTUAL RELIEF SOCIETY.

MORAL--"Insure in the Travelers."

TRAVELERS

INSURANCE * COMPANY.

of Hartford, Conn.

ORIGINAL ACCIDENT CO. OF AMERICA.

LARGEST IN THE WORLD.

ACCIDENT POLICIES---Covering injuries received in travel, work or sport.

THE FULL PRINCIPAL SUM on Accident Policies will be paid in case of loss of both feet, both hands, a hand and a foot, or the entire sight of both eyes, by accident.

ONE-THIRD THE PRINCIPAL SUM for loss of a single hand or foot.

All claims paid without Discount, and immediately on receipt of satisfactory proof.

INSURANCE EFFECTED BY THE YEAR OR DAY.

W. V. BROWN, Agent,

YARMOUTH, N. S.

ASSESSMENT NO. 36.

The Nova Scotia Mutual Relief Society.

Yarmouth, Feb'y 1st, 1890.

Notice is hereby given, that claims have been filed by the beneficiaries of the following late members and approved by the Directors:---

JOHN WILLIAM JENKS, late of Parrsboro, N. S., who became a member Nov. 15th, 1884, died at his home Nov. 5th, 1889, of catarrh of the stomach. Aged 63 years. Claim \$1000.

MATTHIAS HAMM, late of St. John, N. B., who became a member February 11th, 1885, died at his home Dec. 15th, '89, of paralysis of the brain. Aged 54 years. Claim \$2000.

Call 36 to replenish the indemnity fund has been ordered and is now due.

Remit within thirty days from above date, by P. O. Order, or Registered Letter to secure safety in no other way.

Make all orders payable to, and address

THE MUTUAL RELIEF SOCIETY, Yarmouth, N. S.

☞ Postage Stamps not wanted, but three cent stamps will be accepted rather than that you should send Silver in letter.