

DIRECTORY

AGENTS.

LEGAL.

A. I. HUBBARD,
 Manager, Province of Quebec
 London Guarantee & Accident Co., Ltd.
 Agents are invited to Correspond

CHAS. A. BOXER,
General Agent,
 British Empire Mutual Life
 Assurance Co.,
 HANTS and SOUTHWEST TERRITORIES,
WINNIPEG.

LEWIS & KIMM, WINNIPEG.
 FINANCIAL INVESTMENT & GENERAL AGENTS.
 North British & Mercantile Insurance Co.
 Norwich Union Fire Insurance Soc.
 Caledonian Insurance Co. of Edinburgh
 Scottish Union & National Insurance Co.
 Connecticut Fire Insurance Co.
 Standard Assurance Co. of Edinburgh.
 British America Marine Insurance Co.
 Norwich & London Accident Ins. Assn.
 American Surety Co.

A. HOLLOWAY.
General Agent, WINNIPEG.
 Quebec Fire Insurance Co.
 Eastern Insurance Co. of Canada.
 National Assurance Co. of Ireland.
 Union Assurance Society of London.
 London & Lancashire Life Insurance Co.
 British & Foreign Marine Ins. Co.
 London Guarantee & Accident Ins. Co.

T. HOWARD WRIGHT,
 Insurance, Real Estate & Commission Agent,
 375 Market St., Winnipeg, Man.
 —GENERAL AGENT—
 Imperial Fire Insurance Co. of
 London, England.
 For Manitoba & N. W. Territories.

H. S. CROTTY, Real Estate and
 Insurance Agent. Rents Collected
 and Estates Managed. Money to Loan.
 Debentures, Railway Bonds and Scrip
 Bought and Sold. Room No. 11 Harris
 Block, No. 515 Main St., Winnipeg,
 Man. One or two good Agencies
 wanted.

J. B. PATON,
General Agent,
 HANTSPIRE LIFE & ACCIDENT
 INSURANCE CO.
 P.O. Box 374. HALIFAX, N.S.
WANTED—LIFE AGENTS.

JAMES SKEOCH,
Part of Spain Trinidad, W. I.
 DRY GOODS AND COMMISSION MERCHANT.
General Agent for
 The Fire Life Insurance Co. of Canada.
 Western Fire Insurance Co. of Canada.

A. G. ROUTHIER,
 INSPECTOR OF THE
 British Empire Mutual
 Life Assurance Co.
 SPECIAL OFFICE:
 No. 1 Eden Street, LEVIS, P. Q.
 Unrepresented Districts may apply
 to me for Agencies

L. DENIS HUDON,
 MANAGER
 EASTERN DISTRICT, QUEBEC,
 Union Mutual Life Insurance Co.,
 OF PORTLAND, ME.
 Office: 29 Rue Street Marie d'Armes,
QUEBEC.

J. B. MORISSETTE.
 GENERAL AGENT
 Citrus Insurance Co.,
 Equitable Life Assurance Society
 Office: 111 PETER Street.
QUEBEC.

NAPOLEON TESSIER,
 MANAGER
 For the Quebec District of the
 United States Life Insurance Co'y
 98 St. Peter Street. **QUEBEC**

F. BARTELS, (Established 1875.)
 ST. HYACINTHE, QUE.
 GENERAL INSURANCE AGENT, and C. E.
 THE 1931 L.
 Representing: Fire: Western,
 British America, Imperial and Fire
 Insurance Association, Life: Can-
 ada Life, Accident: Sun and
 Travelers' Guaranties, Guarantee
 Co. of N.A.

RIDOUT & LYSTER.
 —GENERAL AGENTS—
 Sun Life Assurance Co. of Canada.
SHERBROOKE, P.Q.

L. A. DASTOUS,
 General Agent for Province of Quebec,
 British Empire Life Assurance Co.,
 SHERBROOKE, P.Q.
 AGENTS WANTED in unrepresented
 districts. Liberal terms to the right men.

ALEX. STEWART,
 INSURANCE, REAL ESTATE & LOAN AGENT.
MINNEDOSA, MAN.

HATTON & McLENNAN,
ADVOCATES,
 British Empire Building,
 1724 Notre Dame St.,
MONTREAL.
 J. CASSIE HATTON, Q.C.
 FRANCIS McLENNAN, B.A., B.C.L.

DOHERTY & DOHERTY,
 Advocates, Barristers, Ac.,
 SAVINGS BANK CHAMBER,
 180 St. James St., MONTREAL
 T. J. DOHERTY.
 CHAS. J. DOHERTY, Q.C.

ARCHIBALD & FOSTER,
 Advocates, Solicitors, etc.,
 Gillies Inc. Building, 1491, James St.,
MONTREAL.
 J. S. ARCHIBALD, Q.C., D.C.L.
 GEORGE G. FOSTER, B.C.L.

JAMES CRANKSHAW, B.C.L.
 Advocate, Barrister, Attorney and
 Commissioner,
 Room 64 Imperial Building
MONTREAL.

CHARLES RAYNES,
 ADVOCATE, BARRISTER, AND SOLICITOR.
 COMMISSIONER FOR ONTARIO & MANITOBA
 SAVINGS BANK CHAMBERS,
 130 ST. JAMES STREET,
MONTREAL.

HENRY T. SHIBLEY,
 BARRISTER, SOLICITOR, &,
 44 Clarence Street,
KINGSTON, Ont.

J. G. FORGIE,
Barrister, Solicitor, &c.,
PEMBROKE.

JAS. CRAIG, B.A.
 Barrister, Solicitor, etc.,
RENFREW.

J. E. THOMPSON,
BARRISTER, SOLICITOR.
 and Notary Public,
ARNPRIOR.

MCCARTHY OSTER, HOSKINS &
 CHEELMAN, Barristers, Solicit-
 ors, etc., Temple Chambers, 23
 Toronto Street, TORONTO.

D'Alton McCarthy, Q.C. B. B.
 Oster, Q.C. John Hoskin, Q.C.
 Adam R. Cheelman, Q.C. F. W.
 Harcourt Wallace Nesbitt W.
 H. Raymond, W. M. Douglas.
 H. S. Gister.

H. W. DELANY,
 SOLICITOR,
TRENTON.

L. U. C. TITUS, LL.B.,
 Conveyancer and Collector,
TRENTON.

CAIRNS & PAGE,
 Barristers, Solicitors,
 Notaries Public, etc.
SMITH'S FALLS,
 ONTARIO.

D. DARBY, B. C. L.,
 ADVOCATE,
WATERLOO, P. Q.

P. S. G. MACKENZIE, B.C.L.,
 Advocate, Barrister
 and Solicitor,
 Main Street,
RICHMOND, P.Q.

S. DESLIERRES, B.C.L.,
 NOTARY PUBLIC,
GRANBY, P.Q.

BELANGER & GENEST,
Advocates, Attorneys, Etc.,
SHERBROOKE, P.Q.

TAYLOR McVEITY,
Barrister, Solicitor, etc.,
 Supreme Court & Departmental Agent.
 Scottish Ontario Chambers,
OTTAWA.

ESTABLISHED 1809.

TOTAL FUNDS

\$49,032,702.56

Canadian Investments

\$3,635,915.36

FIRE & LIFE

NORTH BRITISH AND MERCANTILE

INSURANCE CO.

DIRECTORS
GILBERT SCOTT, Esq.;
HENRI BARSHAU, Esq.

DIRECTORS:
W. W. OGILVIE Esq.
ALCH'D. YACNILEF, Esq

HEAD OFFICE FOR THE DOMINION: 72 ST. FRANCOIS XAVIER STREET, MONTREAL.

Agents in all Cities and Principal Towns in Canada.

THOMAS DAVIDSON.
Managing Director.

ESTABLISHED 1825.

Total Insurance, over - - - \$102,630,000.
Total Invested Funds, over - 35,730,000.
Investments in Canada, - 5,500,000.

POLICIES ISSUED UNDER ALL SYSTEMS
INCLUDING THEIR NEW RESERVE BONUS
PLAN, UNDER WHICH VERY LARGE
PROFITS MAY BE ANTICIPATED

Assurance Co.

of Edinburgh.

STANDARD LIFE.

PROSPECTUSES AND ALL INFORMATION FURNISHED
AT HEAD OFFICE OR AT ANY OF THE
COMPANY'S AGENCIES.

W. M. RAMSAY, MANAGER FOR CANADA.
CHAS. HUNTER, SUPERINTENDENT OF AGENCIES.

Head Office for Canada: St. James Street, Montreal.

CAPITAL AND ASSETS OVER \$25,000,000

of London
England.

FIRE · LIFE
AND
MARINE

Assurance
Company, Limited.

COMMERCIAL

UNION

CANADIAN
BRANCH

HEAD OFFICE—MONTREAL

EVANS & MCGREGOR, Managers.

No. 6.

Insurance and Finance

CHRONICLE.

VOL. XI.

OFFICE:
1724 Notre Dame Street.

MONTREAL, MARCH 15, 1891.

SUBSCRIPTION:
\$2.00 per ANNUM.

THE

Insurance and Finance Chronicle.

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

AT 1724 NOTRE DAME ST., MONTREAL.

R. WILSON SMITH, Editor and Proprietor.

A. H. HULING, Associate Editor.

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

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

THE BEGINNING OF the end of the assessment endowment and fraternal bond investment associations seems to be approaching. The rapid increase of this brood of vampires, and the manifest extent of the evils to the community where they exist, have aroused public opinion and inspired a general protest from thoughtful, honest citizens and the press. Bills, we notice, have been introduced in the legislatures of several of the States, either altogether prohibiting these concerns from doing business or bringing them under such stringent regulations, and subjecting them to such close supervision as to render them comparatively harmless at least. The important question in Canada just now with reference to these mischievous adventurers is, whether the forthcoming Federal Parliament will promptly afford such legislation as shall protect the people from their inroads. Unless this is done we may expect to be literally overrun with these pests from the neighboring States during the coming summer.

WE PREDICTED IN these columns several weeks ago, that the results of the life assurance business in the United States for 1890 would show a total gain over 1889 of new business amounting to close upon a hundred million dollars. That we were not far out in our estimate is shown by our summary of the companies (industrials excepted) reporting to the New York insurance department, given in another column, where it appears that the companies tabulated made a gain, in round numbers, of ninety-two and a half millions. If we were to add the probable gain of the more than a dozen companies not doing business in New York, we believe the aggregate would fully reach the hundred mil-

lion mark. The relative gain of the 28 companies in our table, however, as compared with that of 1889 over 1888, shows a large falling off. The new business written by them in 1889 was \$784,349,653, against \$630,147,258 in 1888—a gain of \$154,202,395, while the new assurance written in 1890 was \$876,800,275—a gain of \$92,450,622, or \$61,751,773 less increase than in 1889. We hail this fact as rather a good omen, a lowering of the high pressure which prudent engineers began to see was running uncomfortably high.

JUSTICE, AT LEAST partially, has overtaken three of the wreckers of the American Life insurance company and the Bank of America, both of Philadelphia. MacFarlane, the president of the former, got out of the way and is supposed to be in South America, while Pfeiffer, the president of the bank, and Work and Dungan, co-conspirators, all being connected with both institutions, were arrested, and have just been convicted. Pfeiffer turned State's evidence, which made the conviction of Work and Dungan certain, he no doubt expecting to get off easily. Work was sentenced to four and Dungan to three years in the penitentiary, Pfeiffer getting two years. It came out that, among other things, these rascals formed a syndicate, and stole \$50,000 of the bank funds in order to buy a controlling interest in the old and reputable Girard Life, Annuity & Trust company of Philadelphia, apparently with the intention of wrecking it for the benefit of the wreckers.

THE USE OF petroleum as fuel has become quite extensive in manufacturing establishments in some localities. We notice that this use was the subject of a lecture before the Insurance Library Association in Boston, a few days ago, by Mr. H. K. Lindsay of Cincinnati, manager of the Central Department of the Lancashire Insurance Company. Mr. Lindsay has made a special study of this subject for more than thirty years, and his remarks thereon are received with interest by leading underwriters. After describing the refining process to which the crude petroleum is subjected, illustrating by diagrams, and describing by the same means the methods of supplying the oil to furnaces, Mr. Lindsay freely expressed himself in favor of the gravity system of supply, with overflow pipes, as

the best. With reference to the question of safety in the use of petroleum as fuel, he remarked: "We will take the position flatly and squarely that, with proper restrictions, reduced oil as a fuel is safer than coal." Mr. Lindsay also maintained that where the storage is perfectly secure, and combustible property not exposed thereby, even the use of the crude oil is safer than that of coal. "The beginning of the combustion of coal gives sparks," says Mr. Lindsay; "the ending gives ashes and cinders. These two points more than measure up all the hazards in the combustion of oil."

THE VARIOUS ASSOCIATIONS of individual underwriters in New York, of which there are five or six, are a good deal exercised over the proposed revision of the insurance code of that State, by a committee appointed for that purpose, and whose report is now before the legislature. A section of the revised law practically compels all individuals, partnerships and associations, essaying to transact the business of insurance, to do just what the insurance corporations are required to do, and to be subject to the same supervision as is extended to the organized companies. A similar act, as we recently stated, is pending in the legislature of Illinois; and that in both States and in other States such laws ought to be enacted seems to be only just and reasonable. Just why a partnership of individuals engaged in doing exactly the same thing done by a corporation composed of individuals should not be treated in the same way by the State would be difficult to explain.

AN INTERESTING OPINION has been given, according to *Insurance*, by the attorney-general of Iowa, at the request of the State auditor, as to whether an incorporated mutual insurance society, organized upon the mutual plan, and purporting to insure persons belonging to a particular secret society only, is a secret fraternal society, within the meaning of the section of the law referring to such societies. The opinion given is that "any secret society of a fraternal character, which has attached to it as an incident, a plan or scheme of mutual assistance in the way of aid in case of sickness or death," properly defines a fraternal secret society. The position taken is, in brief, that an incorporated mutual insurance association is not a secret society, but one whose rules, regulations and records are open to inspection by authorized officials and by its members, and that the regular paying of money to secure certain benefits promised by the company or association is a business transaction, essentially the same as that of the ordinary life insurance company. In a word, the opinion seems to be that a secret society, the characteristic of which is its secrecy, and in which insurance is only an *incidental feature*, is essentially different from an association organized to conduct the business of insurance, even though it may insure only persons of a specified secret society. That opinion seems to be sound all through.

WE NOTICE AMONG "Observations by the Boy" in the February issue of the *Budget*, the following:—"I

was ready to incur the mortal enmity of one man, because of the observation I made some time ago, about a fire manager with an exasperating fashion after each loss of telling the losers that he might have had the risk, but wouldn't touch it, etc., etc. But some other of the managers of my acquaintance seem to have put on the cap. I insist that there is only one man whom it fits, and I don't want the others to harbor bad feelings, for I alluded to this one man and no other. To avoid all danger of misunderstanding, I shall describe the man I mean. He is between five and six feet high, with passable complexion and fairly regular features. He dresses respectably, and thinks he knows the insurance business better than most people. I hope that those who are concocting schemes of reprisal, thinking, unwarrantably, that I intended to cast discredit upon them, will centre their attention upon the gentleman I have described, and try to reform him." We easily recognize the gentleman referred to by the above pen photograph as a denizen of the Queen City, and we join in the hope of our contemporary, as expressed in the last above quoted sentence.

A RATHER IMPORTANT point, affecting the liability of life assurance companies under the original policy contract, where a subsequent contract has been made between the owner and the company under a misapprehension, has recently been decided by the Supreme Court of Pennsylvania. One Riegel held a policy, as creditor, in the American Life insurance company for \$6,000 on the life of one Liesenring, which upon the death of Riegel came into the possession of his widow, Liesenring in the meantime having disappeared. For thirteen years Mrs. Riegel paid the premiums on the policy, believing, evidently for good reasons, that the assured was alive. Finally, on March 13, 1889, still believing Liesenring to be alive, Mrs. Riegel became tired of keeping up the payments, and exchanged the original policy for paid-up insurance amounting to \$2,500. Soon after making this arrangement, Mrs. Riegel discovered that Liesenring had died on the 8th of March, or five days before the exchange named took place. Suit by filing a bill in equity for the amount of the original policy was brought in the Court of Common Pleas, which decided adversely to the claimant, on the ground that the last agreement was a valid contract, free from fraud by either party, and though executed under a mutual misapprehension must stand. The Supreme Court decision referred to reverses that of the lower court, and reinstates the original policy as though no subsequent agreement had been made.

EVERY LIFE AGENT should have a copy of "Flitcraft's Manual" (new edition), "Tabor's Three Systems," and "The A B C of Life Insurance," each of which has especial value all its own, and all, together, covering the entire life assurance field for the practical worker. For particulars see our page of "Publications."

CANADA AS A LIFE ASSURANCE FIELD.

It is a common trait of human nature for men to magnify the difficulties of the occupation in which they are engaged, and very naturally to fall into the belief that the obstacles with which they are called upon to contend are much more formidable than those of other occupations. That the various classes of workers in the life assurance field are not exempt from the manifestation of this trait need not be surprising. We accordingly hear a good deal about the intense competition which results both from the energized efforts of the regular companies and from the numerous later arrivals of the assessment class, together with the prospect of an early exhaustion of the field by appropriation of the material, *i. e.*, by getting everybody who is assurable assured. In Canada, as elsewhere, these alleged obstacles to the successful prosecution of the business are often urged as a standing excuse, alike for the poor success of an agent or the small year's work of a sleepy company.

As regards the cry of competition, it is peculiarly true that in life assurance this competition, if not "the life of trade," is at least a very useful whetstone for sharpening the tools of the workmen on the life assurance structure. The more advocates of life assurance there are the better the people are informed on the subject; and the better the people are informed, the easier to sell what their needs so plainly require. Besides, competition sharpens the wits and vitalizes the energies of the competitive workers to an extent not otherwise attainable. The progress of the business during the past few years of sharp competition proves its value beyond controversy. As regards the claim of exhausted material upon which to work, a little examination must convince the candid investigator that there is absolutely nothing in it. Let us see. The total population of Canada is undoubtedly at present more than five millions. Using the five-million basis, fifty per cent. are below the age of 20 on the one hand, and about three and a-half per cent. above the age of 65 on the other. The ages between fairly represent the assurable ages. Now, 53½ per cent. deducted from the total population leaves 46½ per cent., or 2,325,000, as those of assurable age. From this number we deduct twenty-five per cent. for persons who, on account of impaired health, are not assurable—a large deduction—we have remaining 1,743,750 persons, male and female, who are good subjects, for most of the leading companies assure, under certain restrictions, female as well as male lives.

The total number of policies now in force in Canada among the level premium and natural premium companies is about 168,000. As many persons carry from two to four and five policies in the same and in different companies, the number of persons actually assured will be liberally stated at three-fourths the number of policies, or 126,000. This is just *seven and two-tenths per cent.* of the total assurable population. The number of people is comparatively small who may be counted as either paupers or too poor absolutely to assure for small life policies; but if we allow a quarter

of a million for these, we still have left 1,493,750 persons who are good subjects for assurance. Of this reduced number the companies above referred to have assured not quite *eight and a half per cent.* Of course the various assessment concerns have a good many certificates of so-called assurance on their books; but aside from the fact that most of these people, after a brief experience, are excellent subjects for the level premium companies, the number of assessment members can hardly be placed beyond seventy-five thousand, counting all of whom makes the percentage of the assured population to those fairly assurable only 13.5. There is evidently still a good deal of promising work for legitimate life assurance in Canada, for the material seems to be abundant.

AN UNWARRANTABLE ATTACK.

We notice that the president of the Connecticut Mutual Life, Colonel Jacob L. Greene, delivered an address before the Connecticut Life Underwriters' Association, at its recent annual meeting in Hartford. The tone and matter of that address must have been a painful surprise to the representatives of the various life insurance companies comprising the speaker's audience, for he not only attacked the investment feature, prominent in the business of most of the companies, but proceeded to a direct attack on the gentlemen composing the recent New York convention, which met to confer on the subject of agent-stealing, some of whom, it is said, were seated before the speaker. Such a speech, in such a presence, can only be characterized as highly improper, and a means of acquiring distinction such as few gentlemen would care to acquire in the same way. It has become somewhat notorious that Colonel Greene will, on slight provocation, mount his hobby of "pure, plain life insurance," and with tin helmet on head and basswood lance in rest, run a tilt at his enemy, "the investment feature," regardless of repeated overthrow; but that he should on such an occasion attack the motives and question the sincerity of men his superiors in experience and his peers in honesty was somewhat surprising, even coming from so eccentric a knight-errant. What we care to notice, however, more particularly just now is the repetition by Colonel Greene of his frequent denunciation of the investment feature in life insurance. We quote:—

The direct question at once arises, why and how far can a life insurance company be advantageously used for the accumulation of money, over and above that which is necessary to protect pure, plain life insurance? Does it, can it, offer any peculiar advantage in that service? Has it any special disqualification therefor? Can it do more than take a dollar and put it at interest and add the interest to it? Certainly not. Can it do even this better than any prudent investor or a savings bank? Again, certainly not. Is there any special and necessary limitation to its ability to do this as well as a prudent individual investor or a savings bank? We must admit that there certainly is; and it is this: The majority of men will not recognize their unselfish duty to sufficiently protect their families by life insurance without much explanation, argument and solicitation. The business, therefore, requires the middle men, the agency force. * * * *

But they cost; and that cost is many times the cost to a private investor or to a savings bank for the investment and care of funds; and that cost falls upon the policyholder and upon every dollar paid in by him for premium, or earned as interest for him; and that cost is so great as to make the use of a life insurance company for the mere accumulation of money expensive and disadvantageous as compared with ordinary methods. That cost is a legitimate and proper part of the whole cost of pure life insurance, because it is an inevitable necessity to an indispensable protection. But it is not a necessity to the most successful methods of safe accumulation. Schemes of accumulation which are subject to that cost are, therefore, not legitimate. They bear a needless and, therefore, unwarrantable expense. It is in part to offset the effect of this expense in the case of policyholders, lucky enough to live and pay through, that these schemes now include the practice of forfeiting surplus or reserve, or both, from those who die or do not pay through, for the benefit of the fortunate ones.

The only interpretation possible to the above language is, that the only legitimate transaction in which a life insurance company can engage is to issue policies only payable at death, and to collect premiums therefor only sufficient to pay the cost of carrying "pure life insurance." No explanation or twisting of phrases can force the language used to mean anything else. Of course it can hardly be supposed that Col. Greene meant to place himself so squarely on the pay-as-you-go platform of our assessment friends. These people have been ringing the changes for years on "pure life insurance divorced from the banking element," and telling the public that the over-payments for the earlier years required by the level premium companies, and which go into reserve, can be more profitably used by the individual investor, who is therefore exhorted to "keep his reserve in his pocket." Colonel Greene distinctly asks the question, referring to the accumulation of money by a life company over and above that which is necessary to protect pure life insurance: "Is there any special and necessary limitation to its ability to do this as well as a prudent individual investor or a savings bank?" And he as distinctly answers it by saying, that the expense of "the middle men, the agency force," constitutes the limitation.

Now, if this expense of the agency force operates to place a life insurance company at a disadvantage when compared with the savings banks, as an investor "of money over and above that which is necessary to protect pure, plain life insurance"—in other words, the reserve—then it logically follows that the company labors under the same disadvantage as to the investment of that reserve itself, several millions of which, we are glad to know, Colonel Greene's company has safely invested. That is exactly the argument for the assessment system, and is entirely fallacious. Facts outweigh theories, and the facts recorded in the actual experience of individual policies issued by the principal life companies, British, Canadian and American, examples of which are printed by the hundreds, show that endowments and other forms of policy, combining life insurance with investment, have given better returns for the investment portion of the pre-

mium than those of the average savings bank, besides which life insurance protection has been afforded. The result of reversionary additions to the ordinary whole life policy also shows, that the ability of the life company to deal as an investor with the surplus accumulations of premium is not in the least crippled by this agency expense bugaboo. Colonel Greene seems conveniently to forget that the initial agency expense of putting insurance, with or without the investment feature, on the company's books is distributed over a long series of years, and in the end more than counterbalanced by the trifling percentage of expense incurred by a life company in looking after the investment of funds in exceptionally large amounts, as compared with investment companies and savings banks. The same official and clerical force required to transact the business of "pure life insurance" needs but comparatively slight reinforcement to look after the additional funds accumulated under investment policies. The mythical "use of a life insurance company for the mere accumulation of money," above conjectured, does not enter into the question at all, as no such institution exists or ever has existed. Companies for "the mere accumulation of money" are not recognized by anybody that we know of as life insurance companies.

The evident aim of Colonel Greene in his attack on the investment feature in life insurance is shown by the last half dozen lines of the above extract. He intended to hit the companies which issue policies, either endowment or whole life forms, in which the distribution of surplus and accumulated profits is deferred to the end of a stipulated period. The name of the plan, whether semi-tontine or something else, is of little moment. It is this form of investment and accumulation that the belligerent colonel is after, seeming to be entirely blind to the fact that he is firing into his own ranks. The objection, if there were any, against the investment feature, as such, of a modern semi-tontine or a deferred distribution policy, would apply with equal force to the investment feature of a regular, old-fashioned endowment policy, such as Colonel Greene's company issues freely. The ground assumed by that gentleman is clearly untenable, and his arguments not only fallacious but mischievous, and liable to be used as a weapon against all sound and legitimate life insurance. It is for this reason that we have given prominence to the utterances quoted and the position he assumes, not by any means for the first time. That position, whatever the intention, is in direct opposition to the opinions and the practices of the level premium companies of the entire insurance world, the leading exponents of which have in various forms emphasized their belief in the investment feature by largely increased issues in that form, and for which there is an increasing demand by the intelligent public. We commend to Colonel Greene the humiliating experience of the valiant but impotent old king Canute, whose opinion of his own potency received such a rude rebuke from old Neptune.

THE NEW YORK LIFE INSURANCE CO.

The annual statement of the New York Life, which appears elsewhere in this issue, will not fail to attract general attention, for the company itself is a magnet possessing wonderful powers of attraction. During 1890 it drew about forty-five thousand new insurants to its ranks, who testified their faith in this great institution by seeking its protection for their families to the extent of nearly one hundred and sixty millions—to be exact, \$159,576,065. The total army of policy holders now number over 170,000, to whom the company is pledged to pay at death or other maturity the enormous sum of \$569,338,720. That its ability to do this is ample is shown by the fact that it holds, besides the requisite reserve of \$99,954,304 (measured by a 4 per cent. standard), other reliable assets amounting to about \$16,000,000, making the total assets \$115,947,810. Of this amount \$14,898,451 is clear surplus beyond reserve and all other liability. The company is forty-six years old, and its assets, it will be seen, represent an average accumulation of more than two and a-half million dollars yearly, over ten millions of which were accumulated last year, after paying all expenses, and \$13,279,544 to policyholders or their beneficiaries. The following exhibit at the close of each of the years named will serve to show both the magnitude of the company's operations and the rate of progress made:—

| Year | Income | Assets. | New Assurance. | Assurance in force. |
|------|--------------|--------------|----------------|---------------------|
| 1885 | \$15,905,141 | \$66,515,406 | \$68,521,452 | \$259,674,500 |
| 1886 | 18,831,758 | 74,921,927 | 85,178,294 | 304,375,530 |
| 1887 | 21,590,845 | 82,506,351 | 106,749,295 | 358,935,536 |
| 1888 | 24,871,174 | 92,685,062 | 125,019,731 | 419,886,505 |
| 1889 | 28,830,123 | 104,415,322 | 151,119,088 | 495,601,970 |
| 1890 | 32,158,100 | 115,947,810 | 159,576,065 | 569,338,720 |

The single word "increase" expresses the characteristics of the figures in the above comparison all the way through, and are significant of broadly laid plans and exceptional skill in carrying them out to a uniformly successful conclusion. It requires versatility of brain power, firmness of purpose, and rare good judgment to safely invest the funds, formulate the plans, and conduct the successive campaigns for new business which belong to a company whose assets are a hundred and sixteen millions, and whose annual income is over thirty-two millions of dollars. The presence of strong men at headquarters means strong men in the field, and it is therefore no matter of surprise that the department managers of the New York Life are among the foremost of a business abounding in strong men. Among these may fairly be counted Mr. David Burke of this city, the company's general manager for Canada. That excellent work has been done here is shown by the existence of assurance in force in the Dominion, amounting to about fifteen and three quarter millions, with a premium income of nearly seven hundred thousand dollars. The company has also investments and assets in Canada amounting to over two and a half million dollars—an ample guarantee, aside from its general resources, for the protection of its Dominion policyholders. Last year must have been a good one for new business in Canada, for the

policies issued amounted to \$4,153,450, and of this nearly seventy-five per cent., or \$3,070,250, was taken and paid for—a percentage of result not always achieved by the large, pushing companies. We understand that the present year, so far, opens out auspiciously, and we have no doubt will score another gain all along the line.

ASSETS AND SURPLUS COMPARED.

OF LEADING COMPANIES IN THE UNITED STATES.

From the New York insurance report, recently issued, we present the assets and surplus of the British and Canadian companies (United States branches only), and a number of the leading American companies at the close of 1890, compared with the same items for 1889:—

| COMPANY. | TOTAL ASSETS. | | NET SURPLUS. | |
|---------------------|---------------|------------|--------------|-----------|
| | 1890 | 1889 | 1890 | 1889 |
| | \$ | \$ | \$ | \$ |
| Ætna..... | 10,453,097 | 10,055,866 | 3,833,862 | 3,680,241 |
| Agricultural..... | 2,226,599 | 2,168,804 | 352,851 | 337,419 |
| American, Phila... | 2,950,394 | 2,642,670 | 451,214 | 407,007 |
| British America... | 854,217 | 866,128 | 200,496 | 207,386 |
| City of London... | 709,723 | 714,702 | 175,576 | 126,529 |
| Commercial Union. | 3,234,256 | 2,890,988 | 857,394 | 809,789 |
| Connecticut Fire... | 2,500,392 | 2,347,693 | 568,904 | 522,255 |
| Continental, N. Y. | 5,587,949 | 5,217,774 | 1,602,620 | 694,876 |
| Fireman's Fund... | 2,621,121 | 2,431,718 | 579,102 | 472,733 |
| German-American. | 5,599,894 | 5,544,347 | 2,296,559 | 2,252,191 |
| Guardian, Eng.... | 1,785,587 | 1,521,021 | 573,591 | 564,352 |
| Hartford Fire..... | 6,576,613 | 6,139,454 | 2,611,375 | 2,453,079 |
| Home, New York... | 9,091,193 | 8,931,160 | 1,494,595 | 1,307,843 |
| Imperial..... | 1,692,874 | 1,617,038 | 567,348 | 528,848 |
| Ins. Co. N. America | 8,784,102 | 8,594,978 | 2,258,789 | 2,239,313 |
| Lancashire..... | 2,010,219 | 1,880,682 | 494,756 | 506,608 |
| Lion Fire..... | 837,051 | 783,244 | 225,387 | 194,996 |
| Liv. Lond. et Globe | 7,459,995 | 7,337,156 | 2,806,134 | 2,838,908 |
| Lond. et Lancashire | 2,272,084 | 2,104,080 | 506,321 | 593,344 |
| London Assurance. | 1,793,073 | 1,661,054 | 754,749 | 712,407 |
| Niagara, N. Y..... | 2,602,481 | 2,490,654 | 435,511 | 389,502 |
| North British..... | 3,433,586 | 3,450,526 | 1,413,825 | 1,594,921 |
| Northern..... | 1,502,973 | 1,513,920 | 329,638 | 456,922 |
| Norwich Union.... | 1,792,584 | 1,505,631 | 594,478 | 448,847 |
| Phoenix, N. Y. | 5,098,315 | 4,781,256 | 653,704 | 401,921 |
| Phoenix, Comp.... | 5,624,815 | 5,305,004 | 1,517,080 | 1,301,235 |
| Phoenix, Eng..... | 2,096,728 | 1,966,132 | 252,153 | 351,498 |
| Queen..... | 2,453,499 | 2,192,309 | 839,394 | 655,791 |
| Royal..... | 5,973,780 | 5,406,736 | 1,962,905 | 1,849,994 |
| Scottish Union.... | 1,895,232 | 1,673,759 | 1,069,802 | 942,878 |
| Sun Fire, London.. | 2,222,725 | 1,950,331 | 624,925 | 617,610 |
| Un. Fire Reinsur- | | | | |
| ance..... | 1,131,768 | 1,099,420 | 200,598 | 214,321 |
| Western, Toronto. | 1,112,413 | 1,051,616 | 275,520 | 243,775 |

In computing the net surplus of the British and Canadian companies, the "deposit capital" of \$200,000 each, required by the State of New York, is included among liabilities, while of course the capital of the several American companies is so included.

BRITISH AMERICA ASSURANCE COMPANY.

We again pay our annual respects to this Canadian institution, in which very naturally all our readers feel a special interest. A year ago, in commenting on the annual statement for 1889, we took pleasure in noting that a commendable improvement in the business had taken place as compared with preceding years, the

excess of premiums over losses and expenses having been a little over \$65,000. We are not surprised, however, though sorry to find that, according to its annual statement for 1890, the British America has fallen off considerably from its previous year's record, both as to amount of premiums and their excess over losses and expenses. The underwriting account, summarized, stands as follows:—

| | | |
|---|--------------|--------------|
| Net Fire Premiums..... | \$735,287.76 | |
| Net Marine Premiums..... | 62,253.81 | |
| <hr/> | | |
| Total Net Premiums..... | \$797,541.57 | |
| Fire Losses Paid..... | \$114,829.03 | |
| " not settled..... | 53,768.06 | \$168,597.09 |
| <hr/> | | |
| Marine Losses Paid..... | \$21,066.69 | |
| " not settled..... | 1,100.14 | 29,467.13 |
| <hr/> | | |
| Total losses..... | \$198,061.12 | |
| Commissions and Expenses..... | 275,216.9 | \$773,280.31 |
| <hr/> | | |
| Excess of Prem. over Losses and Expenses..... | | \$24,261.26 |

In 1889 the total net premiums received were \$831,434.12, against \$797,541.57 for 1890, as above, and the excess of premiums over losses and expenses \$65,065.43, compared with \$24,261.26 for 1890—a progress backward. In the interest and rent account we notice a shrinkage of some \$1,300 as compared with 1889, while in addition to depreciation in investments, which is \$21,387.35, a dead loss is sustained by devaluations at the New York office of \$16,000. Whatever may be said of the depreciation referred to, the heavy devaluation experienced is anything but complimentary to either the sagacity or watchfulness of the manager, who rejoices in the somewhat ridiculous title of "governor." Indeed, as we have before pointed out, so unfortunate has been his governorship in the management of the company's affairs, that the net surplus which ten years ago, in 1880, when he took charge, was \$215,145, according to the Government report, has dwindled down to \$187,462.04 according to its own figures for 1890, and this amount is only made out by marking up the value of the company's building in Toronto \$60,000 two years ago, and by carrying as a valid asset several thousand dollars for "office furniture, business maps, etc." In the 1890 statement this item is put down at the large amount of \$24,427.94. The simple probability is that the whole outfit valued at the above amount would not sell to anybody for cash at much more than one-fourth of the sum. Even the above surplus, however, judging by the experience of 1889, is figured out by a process which is peculiar to the company, and calls for explanation. The company's published statement for 1889 stated the net surplus at \$188,268.65, while the Government insurance report stated it at \$48,070.15, or a little more than one-quarter of what the company report stated it to be. Assuming the same proportion of discrepancy for 1890, and the actual surplus by the Government report would be about \$47,000, to be placed in contrast with the surplus, as stated by the latter in 1880 of \$215,145. Leaving out of the account the \$60,000 added in 1888 to assets as the marked up value

of the company's building, and there would exist not even the small surplus allowed by the Government, but an impairment of some \$13,000! Other companies not sporting the luxury of a "governor," and favored with similar opportunities, usually manage to increase their resources instead of diminishing them in the extended period of ten years.

A VIEW OF BRITISH LIFE ASSURANCE.

Mr. Archibald Hewat, the secretary of the Edinburgh Life, has contributed valuable articles to both the January and February numbers of the *Banker's Magazine*, on the general subject of life assurance in which he has taken a somewhat wide range. From the concluding portion of the February article we reproduce the following as of general interest:—

We commenced by claiming for life assurance a position of national importance. Large as the figures are with which we have been dealing, they become comparatively insignificant when viewed in relation to the nation's population of thirty-seven millions, and to its enormous wealth. Mr. Robert Giffen, LL.D., estimated the income of the nation in 1885 at five hundred and fifty-four millions sterling. The imports in 1889 were valued at over four hundred and twenty-seven millions sterling, and the exports at nearly two hundred and fifty millions. The revenue of the National Exchequer (from customs, excise, etc.) in 1889 was eighty-nine millions. When we compare these giant figures with the less than one million of existing policies, assuring little over four hundred millions sterling, and the little over one hundred thousand policies that are being issued annually for less than thirty-five millions sterling, we see a vast field still open for the life offices and their agents to cultivate.

We hear on all hands that the competition among the offices is becoming keener every year, and we rejoice to know it, for so also are the population, the wealth and the education of the nation increasing. The offices which first waken up to this great fact and take advantage of it will reap the largest harvest. Energy and enterprise are needed. The public must be continually educated by the offices scattering prospectuses broadcast over the land, and sending after them an army of agents as well equipped as may be. The farmer does not consider his work at an end when he has scattered the seed "broadcast over the land." He watches for the fruit, and sends out his men to reap the harvest. Sowing and reaping are carried on simultaneously by the enterprising life offices. While the agents are reaping, they and the officials are also breaking new ground and getting ready new seed. To change the metaphor, the offices must, to a large extent, create a demand for their commodity, and must present it in an attractive form. The very keenness of the competition stimulates the inventive faculty. We sometimes see, in the absence of originality, some offices intimating that they have "devised" a "new" scheme, which the officials of some other office must be pleased to see, knowing, as they do, that "imitation is the sincerest flattery." The public get the benefit in the long run. What does it signify if one office brings out a scheme and another copies it and attracts the business, so long as the public avail themselves of it? Most of the offices have excellent schemes, but it is those which present them in the most attractive form that secure the business, and rightly so, provided they do not lavish too much upon the cost. It has been stated that there is "a rough

empirical rule or understanding among actuaries and life assurance managers, that an office will not suffer much if the total management expenses in any year do not exceed the new premiums applicable to that year." Our advice to all intending insurers is to avoid all offices whose actuaries and managers practice that rule. It is a dangerous and costly one for policyholders. It means that the offices are to run the first year's risk for nothing, and take their chance of being recouped somehow in after years. Some policies have no after years.

We sympathize with the public in their difficulty to comprehend this business of life assurance, when we find so much that is misleading in the public journals. A recent example is afforded by the writer already more than once referred to, who has got sadly confused as to "profit," which he gives his readers to understand is the difference between the premiums paid, accumulated at compound interest, and the sum assured under the policy! At the same time there is much reliable information readily available in many forms—issued independently of individual offices—and there are many business men, not officially connected with any one office, who can give advice on that as on other subjects, and who may safely be consulted or referred to when needed. There is a public opinion, too, which, acting as a sort of conscience to the offices, causes them to fear offending, and—*of being exposed.*

THE CITIZENS' INSURANCE COMPANY.

A year ago, in commenting on the annual statement of the Citizens' insurance company of this city, we expressed satisfaction over the decision of the directors to eliminate its life branch, and to further strengthen its position by a reduction of subscribed capital liability, and stated our confidence in the plans of the then new manager, Mr. E. P. Heaton. We closed our remarks with these words: "We are more than pleased at the prospects of the company, now that such an advanced position has been taken, for it is a prophecy of steadily increasing strength." An examination of the annual statement for 1890 reveals the fact that the prophecy is in process of fulfilment. During the year named the premium income on the company's own business has handsomely increased, while the earned premiums on the Glasgow and London business, reinsured by the Citizens', amounted to over \$52,000, making the total net premium income \$316,577, with losses paid and outstanding on the total business, including those on the Glasgow and London business, of \$191,221, or 60.4 per cent. of the premiums. The total losses and expenses, also including the pro rata Glasgow and London expenses, deducted from premiums, leave \$39,721 as the profit balance on underwriting account. The total income amounted to \$329,193 in the fire branch, and the total expenditures to \$276,855, leaving a total excess of income over expenditures of \$52,337. Adding to this the \$8,262 profit on the accident branch, and the result is \$60,600 excess of income over expenditure for the year—a very satisfactory outcome and by far the best in the company's history.

With the taking over by the Citizens' of the Glasgow and London's Canadian business last Fall most of our readers are familiar, and that the movement was a good one we think has been demonstrated, so far.

One half the business thus acquired was, as at December 31st last, reinsured in a good licensed company—the United Fire Reinsurance of England—which we regard as an excellent move, for by it the Citizens', while retaining the entire connection, reduced the acquired liability by one half. In making up the financial statement it will be noticed that the Citizens' has taken credit in premium account for the portion of *earned* premiums only from the Glasgow and London business to December 31. This course was the proper one, manifestly, inasmuch as the company also debited itself with the losses paid and outstanding and the *pro rata* share of expenses on the Glasgow and London business. Just what the total of these two items is, the account does not state; but assuming the loss and expense ratio to be the same as on the total business, the proportion of the G. & L. loss and expense would be about \$46,000. Deducting this from total losses and expenses leaves \$230,855 as the share of the Citizens' alone, and as the Citizens' net premiums were \$264,567, it will be seen that the balance on underwriting account belonging to the latter was \$33,712. Adding to this the interest income, \$12,616, and we find that, irrespective of the Glasgow and London business, the Citizens' was enabled to carry to profit and loss account \$46,328 on the fire business. It is evident that this estimate cannot vary a thousand dollars either way.

From the statement of assets and liabilities in the fire and accident branches, we find that the total assets amount to \$488,392, and the total liabilities, excepting capital, to \$369,152, leaving a surplus as regards policyholders of \$119,240. This is a very good showing, and indicates that when the adverse results of the life branch are eliminated, as they will soon be by the completion of the transfer of that business, the tide of success already set in under the present management will rise still higher. For the past year the above surplus, earned by the fire and accident business, is subject to reduction to the extent of \$34,289, the deficit in the life branch—a reduction happily not on the slate of the future. That, under all the circumstances, the Citizens' has in one year increased its premium income (not counting the G. & L. premiums) by nearly \$33,000, its assets by over \$178,000, and its net surplus by nearly \$46,000, is a very creditable achievement indeed, and reflects great credit on Manager Heaton, who has shown himself capable of seeing what to do and of finding the way to do it. We are glad to know that the able president, Hon. J. J. C. Ablott, and his excellent board of directors heartily co-operate with Manager Heaton, and that, with the forthcoming reduction of subscribed capital liability contemplated, and the probable augmentation of the cash resources, a milestone will have been set to mark the progress which now seems so clearly to be before this company, which ought to be and we believe will be a credit to Canada. Meanwhile, it is not to be forgotten when counting the strength of the Citizens', that its large subscribed capital is by many of the best men in the Dominion, whose promise to pay is as good as cash in hand.

LIFE ASSURANCE WRITTEN, 1890 AND 1889.

UNITED STATES COMPANIES.

| | 1890. | 1889. | Increase. |
|--------------------------|----------------------|----------------------|---------------------|
| Ætna | \$21,206,702 | \$20,390,689 | \$ 807,013 |
| Berkshire | 7,492,805 | 6,921,888 | 570,917 |
| Brooklyn | 672,196 | 707,973 | 35,777 |
| Commercial Alliance..... | 19,786,500 | 1,829,500 | 17,957,000 |
| Connecticut General | 1,834,199 | 1,503,111 | 331,088 |
| Connecticut Mutual..... | 10,620,245 | 9,256,204 | 1,364,041 |
| Equitable | 203,826,167 | 175,264,100 | 28,562,067 |
| Germania | 10,015,716 | 10,051,548 | 35,832 |
| Home | 7,391,311 | 6,764,102 | 627,209 |
| Imperial..... | 6,133,000 | 5,549,000 | 584,000 |
| Manhattan | 12,962,401 | 17,388,211 | 4,425,810 |
| Mass. Mutual | 17,369,350 | 15,105,763 | 2,263,587 |
| Mutual Benefit..... | 24,158,992 | 22,217,255 | 1,941,737 |
| Mutual Life | 160,985,086 | 151,962,063 | 9,023,023 |
| National, Vt..... | 15,148,462 | 12,743,988 | 2,404,474 |
| New York Life..... | 59,576,065 | 151,119,088 | 8,456,977 |
| New England Mutual.... | 11,792,960 | 11,057,055 | 725,905 |
| Northwestern | 62,236,609 | 51,777,480 | 10,459,129 |
| Penn Mutual | 20,663,272 | 18,418,000 | 2,245,272 |
| Phoenix..... | 3,392,375 | 1,449,183 | 1,943,192 |
| Provident L. & T..... | 13,241,355 | 13,269,382 | 28,027 |
| Provident Savings..... | 16,174,230 | 19,172,197 | 2,997,967 |
| State Mutual..... | 7,360,975 | 6,094,748 | 1,266,227 |
| Travelers | 13,695,858 | 8,899,375 | 4,796,483 |
| Union Central..... | 21,111,955 | 19,628,595 | 1,483,360 |
| Union Mutual..... | 5,357,519 | 5,603,107 | 245,588 |
| United States | 11,955,157 | 9,523,581 | 2,431,576 |
| Washington | 10,638,473 | 10,663,767 | 25,294 |
| Totals..... | \$376,800,275 | \$784,349,653 | \$92,450,622 |

1 Does not include accident business. 1 Decrease.

The above \$92,450,622 is the total net increase on the whole business of 1890. The figures for 1889 are from the New York report, and the companies above are the same as reporting to the New York department, excepting that we have omitted the John Hancock and the Metropolitan, whose figures for the life, separate from the industrial business, we have been unable to obtain. The gain in insurance written of the companies given in the above table in 1889 over 1888 was \$154,202,395, or \$61,751,773 more than the gain of 1890.

WHEN ARE PREMIUMS EARNED ?

Editor INSURANCE AND FINANCE CHRONICLE:—

I should like to be informed by you as to the usual practice, among the insurance companies, of calculating when the premiums are considered earned and when they may be carried to the profit and loss account. I have lately argued the point with a couple of our officers, and maintained that the premium on a policy cannot be considered as earned until the policy has terminated. I know of several companies that pursue that practice, and I believe it to be the correct one. If all the premiums are considered as earned and carried to the credit of profit and loss, what has the office to show to meet losses on outstanding risks?

I am aware that the Inspector of Insurance requires that a certain percentage shall be retained as a reserve to meet outstanding policies.

But I want to arrive at the correct principle, and I believe my contention is the right one, viz.:—That a company has no right to consider a premium as earned until the policy represented by that premium has terminated.

HALIFAX, Feb. 24, 1891.

B.

If we consider the premium in its relation to the policyholder and the company as parties to a contract, it seems clear enough that the latter has earned the amount paid by the former whenever the contract shall have terminated. At any time prior to that termina-

tion, the *pro rata* portion of the premium earned will correspond to the length of time the risk assumed has been carried under the contract. In the accounts of a company the total premiums are treated as an asset, while the unearned portion is treated as a liability, and is so charged in the various insurance reports. It is obvious that a strictly accurate computation of the unearned premium would require that the status of each policy be considered; this being impracticable, however, the insurance departments of the various States and of the Dominion approximate the true amount by setting aside 50 per cent. of the complete year's premiums on one year policies, and a *pro rata* amount on policies having a longer term to run. We notice that our correspondent makes the common mistake, apparently, of supposing the unearned premium charged against the companies by the insurance departments to be in the nature of a fund to "meet losses on outstanding risks," as he expresses it. The unearned premium represents what would be actually due the insured at a given date if the contracts were terminated and a settlement had, which is a widely different thing from provision for a future loss contingency. The reserve for unearned premiums has, strictly speaking, nothing whatever to do with the payment of losses.—EDITOR I. & F. CHRONICLE.

THE WESTERN ASSURANCE COMPANY.

The annual statement of the Western, which we lay before our readers covering the business of 1890, will be examined with satisfaction by its many friends, for it is a record of successful underwriting and of solid growth. We find recorded a total income of \$1,703,854 and total disbursements \$1,548,729, leaving as the profit on the year's transactions \$155,125, which is certainly a gratifying result. The premium income on the fire business shows an increase over the previous year, while the losses incurred show a considerable diminution, the latter also being the case as regards the marine business, though a slight falling off appears in marine premiums, owing to the cutting down of some undesirable lines. The decrease in the loss ratios, both of the fire and the marine business, has been very marked, while general expenses have been kept within very reasonable limits. In the light of these facts we are prepared to find that \$75,000 have been added to the reserve, making it an even \$900,000, while over \$16,000 more goes to profit and loss account. The total assets now amount to \$1,555,665, and the total liabilities, including cash capital and re-insurance reserve, to \$1,185,986, the result being a net surplus of \$369,679, and an increase in that item of \$61,990.

Not only is the Western the largest Canadian fire and marine insurance company, but it has grown into importance among the strong, reliable companies on this continent, occupying a conspicuous place among the leading institutions doing business in the United States, and reaching out successfully to the West Indian field. For some years, as is well known, the Western has enjoyed the advantages of the present

management, made up of a directorate experienced and capable, and working in harmony with a managing director who stands in the front rank among good underwriters; and we only record the general verdict of the fraternity when we say that in kind courtesy, prudent energy and wide range of ability, Managing Director J. J. Kenny is rarely excelled. The excellent record of his company stands in proof of the correctness of this verdict.

THAT PICTURE LOSS ADJUSTMENT.

Editor INSURANCE AND FINANCE CHRONICLE :-

Your esteemed favor of 2nd inst., advising me of the following suggestion of "Tyro," is at hand, and noted :-

"I note G's solution of the picture adjustment problem; if he will apply it to a loss on the two pictures of \$20 and \$21, respectively, I don't think he will be quite satisfied with the result."

TYRO.

Your correspondent has evidently assumed a very appropriate pseudonym, for any one but a very tyro in fire underwriting matters would know that the rule for apportioning insurance to loss would be the same, whether the loss on Picture No. 4 be \$20 instead of \$40, and on Picture No. 8, \$21, instead of \$50, the amount of the loss making no difference in the method, provided that it still remains equal to or in excess of the sum limited. The loss on Picture No. 8, being \$21, is in excess of the limit of value of policy W, and will require contribution from policy C, to make good the deficiency of \$1. But inasmuch as both policies cover the same pictures, they become co-contributors to any loss thereon in excess of either limit in the ratio of their several liabilities. Hence we have Picture No. 4, loss \$20, covered by W at \$20, and by C at \$50; total \$70 to pay the \$20.

Then, as 70 : 20 :: 20 : \$ 5.71, company W.
 " 70 : 20 :: 50 : 14.29 " C.
 Total, \$20.00

Again Picture No. 8, loss \$21, insurance same as No. 4.

Then as 70 : 21 :: 20 : \$ 6.00 company W.
 " 70 : 21 :: 50 : 15.00 " C.
 Total, \$21.00

Deducting these several amounts from the two policies, we get the following :-

Company C. \$1,500 - \$ 5.71 + \$ 6.00 == \$1,488.29
 W. 1,500 - 14.29 + 15.00 == 1,470.71

Total unexhausted Insurance..... \$2,959.00
 To pay losses on 7 Pictures \$ 47.00
 Household furniture, 384.50
 ----- \$431.50

Then as \$2959 : 43150 :: 1488.29 == \$217.03 Company C.
 2959 : 43150 :: 1470.71 == 214.47 " W.
 \$2959.00 == \$431.50

Or, if required, the "7 Picture" payments can be ascertained by the same formula by themselves. The whole presenting the following

FINAL CONTRIBUTION.

| Company. | Pict. 4. | Pict. 8. | Pict. & Fur. | Totals. |
|----------|----------|----------|--------------|----------|
| C. | \$ 5.71 | \$ 6.00 | \$217.03 | \$228.74 |
| W. | 14.29 | 15.00 | 214.47 | 243.76 |
| Totals, | \$20.00 | \$21.00 | \$431.50 | \$472.50 |

With which "result" I am quite "satisfied."

G.

THE ROYAL CANADIAN INSURANCE CO.

Elsewhere in this issue we print the statement of the above company, showing, in brief, the eighteenth year of its transactions and condition. From the statement we learn that the year's business resulted in an "increase in premiums, assets, investments and reserves," and that the outlook for the future is satisfactory. The gross premiums received for the year, fire and marine, amounted to \$661,272, and the income from interest and other sources to \$30,461, making the total income \$691,733. The expenditures, including reinsurance and return premiums, amounted to \$649,254, leaving an excess of income over expenditure of \$42,479. The total assets amounted at the close of the year to \$768,427, and the liabilities, including capital stock, are stated at \$687,352, the result being a net surplus of \$81,075. Adding to this the \$400,000 of cash capital, and the surplus as regards policyholders would be \$481,075 - a very substantial guarantee of security aside from subscribed capital subject to call. Under its new president, Mr. Duncan McIntyre, who since the previous annual meeting was chosen to the place made vacant by the death of Mr. Andrew Robertson, and with the direction of affairs committed to Manager G. H. McHenry, long and favorably known in that connection, it will be conceded that the affairs of the Royal Canadian are in good hands and its future outlook a bright one.

Financial and Statistical.

THE CANADIAN FARMERS AND THE MCKINLEY TARIFF.

The effect on the value of farm property in Canada of the McKinley law can now be more accurately measured. One result will undoubtedly be a great decrease in the production of barley. The shutting out of the United States market has undoubtedly had a depressing effect on those farmers in Ontario who had a large stock of this grain on hand; but this will be only temporary, for it is not probable that much barley will be sold this year, and other grains will not be equally affected. On the other hand, comparatively little grain is grown in Quebec, and the provisions of the law which strike the *habitant* hardest are the duties on hay and on horses. The first of these items cannot be expected to regain the old prices until a trade in it is established with England. The change of the duty on horses from twenty per cent. *ad valorem* to thirty dollars per head does not touch all sections of the province equally. In the French portions, where a comparatively cheap horse has hitherto been raised, the market has been very seriously affected, while in a Scotch county like Huntingdon, which has long been famous for its splendid Clyde horses, but little difference in price is noticed. In Huntingdon, too, the farmers are large producers of cheese, and are thus less dependent on the American markets. As might be expected, therefore, the depression in farm values

which the poor crops and hard times have caused, and which the McKinley law has accentuated for the time being, has been much the most pronounced in the French countries.

The total amount of embezzlements in the United States for the year 1890 was \$8,622,956, and November was the most prolific in that line, being \$1,550,800. Notwithstanding the ratification of the new extradition treaty between the United States and Canada, which took place last March—a year ago—and which makes embezzlement extraditable, the total embezzlements, above stated, were larger than for any of several previous years.

The name "London" has three different meanings:—1st, the city of London; 2nd, the metropolis or the county of London; 3rd, the metropolitan area. The population of the metropolis in 1855 was under 2,500,000. It is now estimated at 4,400,000, and if the metropolitan area be added, the population falls but little short of 5,500,000. The city of London itself contains 650 acres; the county council district 75,461; and the metropolitan police district 451,559 acres. The postal district, though a good deal larger than the county of London, does not include all of the police district.

The banking returns of Victoria, Australia, for 1890 show total deposits on December 31 amounting to \$201,460,325, as compared with \$193,844,680 on December 31, 1889—an increase of \$7,605,645. Government deposits, however, decreased \$2,474,135, while the people's deposits increased \$10,089,780. The liabilities to the public on December 31, 1890, were \$209,890,875, consisting of the above deposits, and \$8,430,550 notes and bills in circulation. The total assets were, on the date last named, \$302,580,530, and the excess over and above liabilities \$92,689,655.

The trade statistics of Canada, recently published, show total exports in 1890 amounting to \$96,749,140, a considerable increase over 1889, when the exports were \$89,189,167. Of the exports for 1890 Great Britain took \$48,353,694, and the United States \$40,522,810, an excess for Great Britain of nearly \$8,000,000. The exports to the United States decreased last year about \$3,000,000, while they increased with Great Britain over \$10,000,000. These two countries of course represent the bulk of our export trade, but that with other countries is considerable and shows an increase, that with Germany and Spain showing, we believe, the largest percentage of increase over 1889. The total trade of Canada, both export and import, amounted in 1890 to \$218,607,390, as against \$204,414,098 in 1889.

VALUES OF BRITISH INSURANCE STOCKS.

Average price (per cent. of amount paid-up) for the several periods named.

| COMPANY. | When Founded. | Capital paid-up. | Amount subscribed per share. | Amount paid in per share. | 1880. | 1885. | 1890. | 1891. |
|------------------------------------|---------------|------------------|------------------------------|---------------------------|----------------|----------------|----------------|------------------------|
| | | £ | £ | £ | Mean Per cent. | Mean Per cent. | Mean Per cent. | Per cent. February 23. |
| Atlas Assurance..... | 1868 | 124,000 | 50 | 6 | 285 | 258 | 400 | 400 |
| British and Foreign Marine..... | 1863 | 200,000 | 20 | 4 | 506 | 576 | 575 | 525 |
| Caledonian..... | 1805 | 99,000 | 25 | 5 | £79 | 410 | 650 | 700 |
| City of London Fire..... | 1881 | 200,000 | 10 | 1/2 | ..... | 50 | 40 | 60 |
| Commercial Union..... | 1861 | 250,000 | 50 | 5 | 440 p.c. | 520 | 680 | 630 |
| Edinburgh Life..... | 1825 | 75,000 | 100 | 15 | 267 | 280 | ..... | ..... |
| Employers' Liability..... | 1880 | 100,000 | 10 | 2 | ..... | 87 | 160 | 200 |
| Guardian Fire and Life..... | 1821 | 1,000,000 | 100 | 50 | 159 | 122 | 185 | 192 |
| Imperial Fire..... | 1803 | 300,000 | 100 | 25 | 610 | 615 | 725 | 762 |
| Lancashire..... | 1862 | 272,956 | 20 | 2 | 419 | 241 | 400 | 415 |
| Life Association of Scotland..... | 1858 | 87,500 | 40 | 5 1/2 | 315 | 354 | ..... | 428 |
| Liverpool & London & Globe..... | 1836 | 245,000 | 20 | 2 | 941 | 1270 | 2270 | 2600 |
| London Assurance..... | 1720 | 448,275 | 25 | 12 1/2 | 591 | 382 | 430 | 440 |
| London & Lancashire Fire..... | 1862 | 185,000 | 25 | 2 1/2 | 260 | 237 | 680 | 860 |
| London & Lancashire Life..... | 1862 | 20,000 | 10 | 2 | ..... | 225 | ..... | 212 |
| Manchester Fire..... | 1824 | 100,000 | 20 | 2 | ..... | ..... | 350 | 462 |
| National of Ireland..... | 1822 | 100,000 | 25 | 2 1/2 | ..... | ..... | ..... | ..... |
| North British & Mercantile..... | 1809 | 625,000 | 25 | 6 1/2 | 520 | 476 | 832 | 935 |
| Northern Assurance..... | 1836 | 300,000 | 100 | 10 | 475 | 425 | 715 | 745 |
| Norwich Union..... | 1797 | 152,000 | 100 | 12 | 1030 | 778 | 800 | 800 |
| Phoenix Fire..... | 1782 | ..... | ..... | ..... | £307 | £212 | £271 | £280 |
| Queen, Liverpool..... | 1857 | 180,035 | 10 | 1 | 388 p.c. | 241 p.c. | 750 p.c. | 865 p.c. |
| Royal, Liverpool..... | 1845 | 289,545 | 20 | 3 | 929 | 1017 | 1866 | 2050 |
| Scottish Union & National (A)..... | 1824 | 257,705 | 20 | 1 | 366 | 525 | 385 | 435 |
| Standard Life..... | 1835 | 120,000 | 50 | 12 | 621 | 418 | 441 | 458 |
| Star Life..... | 1845 | 5,000 | 25 | 1 1/2 | 1120 | 1320 | ..... | ..... |
| Sun Fire..... | 1710 | ..... | ..... | stock | ..... | ..... | £454 | £475 |
| Sun Life..... | 1810 | 360,000 | 10 | 7 1/2 | ..... | ..... | 206 p.c. | 220 p.c. |
| Union Fire and Life..... | 1714 | 180,000 | 100 | 40 | ..... | ..... | 647 | 655 |

* New shares, £2 paid up, 455 per cent., Feb. 21, 1891.

† Company unlimited and practically a partnership. Shares have no face value.

We have given above the principal British companies doing business in Canada. We employ percentages in expressing prices of shares, as is customary on this side of the Atlantic, and also affording easy comparison at a glance. The price given (except in last column) is the mean between the highest and lowest quotation for each year.

Correspondence.

We do not hold ourselves responsible for views expressed by Correspondents

LETTER FROM TORONTO.

Editor INSURANCE AND FINANCE CHRONICLE:—

We are a great people for holding Thanksgiving services. but I know of no occasion when such a service would be more appropriate than now, and right willingly will every insurance man (irrespective of party) join in thankfulness that the 5th of March has past and the election is over. During the past month the excitement and interest in the elections has completely knocked the bottom out of the insurance business. There was the one consolation that the situation certainly could not get worse. We may, I think, however, look forward hopefully to a marked improvement. In common with many other insurance men, I trust that if the present Government endeavor to make any partial "reciprocal" arrangements with our neighbors to the south of us, there will be no relaxation in our insurance laws. With our present population we have competition enough, and when the full Government returns are published, I believe the result will show that the company's operations for 1890 exceed by very little the volume of business for 1889.

I do not learn that either the Ontario or Dominion Insurance Departments are taking any action against the unlicensed endowment assessment associations, and yet these concerns are rapidly increasing, much to the detriment of the legitimate insurance companies. It is gratifying to learn that Justice Edwards, of the Supreme Court of New York, has granted the motion of the attorney-general for an injunction to restrain the Mutual Savings and Distribution Fund of New York, Dr. Durland's scheme, from doing business. This concern is on the immediate endowment plan, i.e., so soon as the assessments realize a certain sum, the amounts of the certificates are paid to the lucky holder, in numerical order. It has been demonstrated that up to the time of investigation the holders of certificates to about \$5,000 had drawn out that snug sum. We are not surprised to learn that the whole of this amount had been captured by the doctor and his friends. It is cause for alarm to find that a representative from New York is here to open out for the concern in Canada. It is understood he has appointed some agents, but the amount of business obtained cannot be ascertained. Here the question arises, who should undertake the duty of prosecuting such men? I am satisfied that some prompt action in a case of this kind will have a wonderfully good effect on similar offenders.

It is understood that at the present time there are at least \$5 of these assessment endowment associations, in the State of Massachusetts alone. The Commissioner, replying to an inquiry as to their standing states:—

"In reply to the numerous inquiries in relation to the standing and reliability of the various assessment endowment orders incorporated under the unfortunate law of 1888, it may be said that the Commissioner contended earnestly against the passage of the law permitting the organization of these schemes. He has no faith in the Iron Hall plan of insurance, and has protested constantly against the whole system, believing it to be morally and mathematically impossible of performance."

Secretary Ellis, of the Life Underwriters' Association, is hard at work, pushing forward the interests of the Association. I hope shortly to be able to announce that satisfactory arrangements have been made with the railways for the benefit of its members.

Mr. Blackader, actuary of the Dominion Insurance Department, was in the city last month, evidently to make an early examination of some of the companies. I hear this gentleman spoken of as an expert examiner. I trust he will keep all the companies down to hard pan, and not allow any peddling of assets. I notice by the American departmental reports that all doubtful items are struck off, thus enabling the public to ascer-

tain exactly the amount of net surplus held by each company. The modern custom of calling capital "surplus on account of, or, as regards policyholders," is I think misleading, and should be discontinued.

There is likely to be a lively battle between some of the agents in this province. It appears that a certain agent has been very active in unsettling the policyholders in another company, in other words, he has been using the spade very freely in a digging process. The said agent's *modus operandi* was to quote a life rate, representing it as a limited payment life, thereby leading the applicant to believe that he was paying too high a rate in the other companies. I am daily expecting more definite information, and, with your consent, will expose the whole matter in my next, giving name of agent, company, etc. Sometimes a "still hunt" is the best, and I am inclined to that belief, as applied to the case referred to.

Mr. David Burke, Canadian manager of the New York Life, has been in the city a few days. When times are dull, Mr. Burke takes the opportunity to visit his agents, and get everything in working order for the reaction in business that is sure to come. This is one of the secrets of his success; he is ever on the alert for agents, and the dull times never prevent him from making desirable acquisitions to his large force of active men.

It is understood that Capt. Keith and Mr. Jones have left the Equitable agency here, and have joined the staff of the New York Life. This is a valuable acquisition to the latter company. It is stated the team captured some very large risks in this city last December.

A case I have lately heard of shows the necessity of a stringent law on the rebate subject. A barrister in a leading city of the Dominion has obtained a \$30,000 life policy, the first annual payment thereon being only \$50, or \$1²/₃ per thousand! At the earnest request of the parties interested in the disgraceful transaction, I withhold the names and also that of the company. Truly may we sigh and ask "whither are we drifting?"

P. B. P.

TORONTO, March 11th, 1891.

Notes and Items.

The annual general meeting of the shareholders of the Sun Life Assurance Company will be held on the 26th inst.

The New York Life had in force in Sweden in 1889, \$1,120,000 of assurance and its premium income was \$55,000.

A notorious assessment concern, called the Bankers and Merchants Association, of San Francisco, has been placed in the hands of a receiver.

The Insurance World "Fire Insurance Chart" for 1890, giving in good form the statistics of the business for each of the five years past, is promptly out.

A company has been formed in London for the insurance of carriages and other vehicles against damage, whether from fire or accident, and also the owners against loss in consequence of injury to the vehicles of third persons.

The Caledonian of Edinburgh, recently admitted to Massachusetts, has appointed Messrs. Partridge & Maculler of Boston its resident managers for Boston and vicinity.

It now looks as if the Pennsylvania legislature would pass a law, prohibiting the bond investment concerns of the "fraternal" pattern from entering or existing in the State.

It is currently reported that the Sun Fire office has taken the underground route, in order to capture certain Canadian risks, which is very discreditable to that old company, if true.

The "Inter-State Lloyds" is the name and Chicago the location of the latest individual underwriting scheme with twenty-five subscribers, the minimum of risk assumed by each to be \$1,000.

The Commercial Mutual insurance company of New York, which has confined itself to the marine business, has decided to retire, and has re-insured in the Providence-Washington. It was organized in 1852.

An insurance company, designed to guarantee the payment of the accounts of retailers to wholesalers, has been formed in Boston, called the Merchants & Manufacturers Guarantee Credit Co., with a capital of \$500,000.

A recommendation made to the New England Insurance Exchange by the executive committee, that a committee of fifteen be appointed to consider the commission question, was voted down last week after a warm discussion.

It is a current rumor in Philadelphia that the real purchaser of the fine building recently sold by the receiver of the American Life in that city is the New York Life, to be occupied as its branch office in the Quaker city.

A bill is before the legislature of New York, authorising the incorporation of guarantee companies to indemnify owners of real estate for loss from failure of tenants to pay rents. It is claimed that similar companies operate successfully in Germany.

Another "fire-proof" building, this time at Minneapolis, has been completely burned out. It was a twelve story building, called the Lumber Exchange, and the unprotected woodwork of the rear windows caught fire from an adjoining building.

After ten years of litigation, the case of Leo Ehrlich of St. Louis, against the Aetna Life, to recover some \$10,000 in damages for his discharge by the company as its agent, has been decided by the Supreme Court of Missouri in favor of the company.

Life assurance in France during 1890 shows some increase over each of the two previous years, so far as the French companies are concerned. Their total new business for 1890 is stated at about \$85,000,000, against \$78,200,000 for 1889, and \$84,200,000 in 1888—a gain of \$6,800,000 over the former, and \$800,000 over the latter. The payments for death losses in 1890 exceeded those of 1889 by \$1,000,000. A marked increase in the annuity business is reported.

The Manchester Fire on its general business for 1890 collected in net premiums \$1,001,020. Its loss ratio was 55 per cent. After paying a 10 per cent. dividend, \$645,355 were added to the funds, of which \$500,000 were from premiums on new capital issued.

The lower house of the Indiana legislature has passed a bill, prohibiting agents from placing business in unauthorized companies, and making them individually liable for losses to insurers to whom they may have given "wildcat" policies. That would be a good law to pass around, even in Canada.

The Union Mutual Accident a ciation of Chicago, conducted on the assessment plan, and until recently doing a large business, has collapsed, and is in the hands of the official undertaker which the law provides in such cases. Too little discrimination in taking risks and consequent heavy losses it is said caused the failure.

The 20 British insurance companies doing business in the United States received from their home offices in 1890 \$1,406,589, and returned to the home offices \$1,092,566. Deducting the receipts of the Caledonian, for the establishment of its business, which was \$669,403, the amount returned exceeded the amount received by \$355,380.

A good deal of interest just now centers in the query as to where the Canadian Pacific Railway will place its insurance for another term. Will this corporation, professing such intense loyalty to Canada on the eve of an election, go out of Canada for its insurance and play the part of smuggler at that in order to get it? This would be "unrestricted reciprocity" with a vengeance.

Life assurance returns in Australasia for 1890 show that all the home companies issued 32,011 new policies, assuring \$46,009,625, on which the premiums were \$1,398,120. The total premium receipts were \$10,953,960 and the increase in total premiums over the previous year \$188,535. The new assurance issued in 1890 was \$2,556,915 more than in 1889.

The movement to which we referred not long since, for the formation of a fire insurance project by the Iowa Business Men's Association, has taken shape by the appointment of a board of directors and efforts to secure from members \$100,000 of capital. We shall now soon have another opportunity of witnessing the failure of amateurs to run an insurance company on wind.

The fire loss for February, in the United States and Canada, according to the *Commercial Bulletin* (N. Y.), was \$9,226,500. The total for February, 1890, was \$7,387,025, and for February, 1889, \$12,800,000. So far, the loss in 1891 exceeds that of the corresponding period in 1890 by about \$4,000,000. The first three or four months of 1890 were remarkable, however, for comparatively light losses.

The first annual statement of the Eastern Assurance company of Halifax shows that it has made a successful beginning, closing the past year with assets amounting to \$303,043. After paying losses and expenses and a fair dividend to stockholders, it has transferred \$30,000 to reserve fund and \$2,396.85 to profit and loss account. The company has \$250,000 of paid up capital, and under the management of Managing Director Cory and a good board of directors bids fair to achieve a healthy growth.

The nine joint stock fire and marine insurance companies of Connecticut received in 1889 total premiums amounting to \$11,772,381, and paid for losses and expenses \$10,949,930—premium excess, \$822,451. In 1890 these companies received for total premiums \$12,963,878, and paid for losses and expenses \$11,102,191—premium excess, \$1,861,687. The loss ratio for 1889 was 59.6; for 1890, 52.2. The dividends paid in 1889 were \$1,527,500; in 1890, \$1,580,000. The total income was \$12,999,508 in 1889, and \$14,254,583 in 1890.

The Jefferson Fire insurance company of New York has reinsured its business in the Home of that city, and will retire, "owing to the unprofitable results of business for several years." The company is an old one, first organized in 1824, and re-organized in 1865. Its assets on Jan. 1 last were \$433,956, with a capital paid up of \$200,000. Its total liabilities were \$449,130.

We invite attention to the addition to our list of insurance publications for sale, printed on another page, of a choice little work called *The A B C of Life Insurance*, written by Mr. Chas. E. Willard. The manual explains the principles underlying life insurance in a terse, easily understood manner, which makes it valuable to the ordinary reader and ought to make it popular. Convenient reserve and mortality tables are also added.

The Agricultural and its proposed change of base.—The N.Y. *Commercial Bulletin*, referring to the application of the Agricultural insurance company for a change in its charter, permitting it to insure mercantile risks, reports Secretary Stevens as saying: "It has heretofore been restricted to dwelling business, and its Canadian competitors have given it much trouble in the following way: 'The Agricultural has issued numerous policies in the United States and Canada upon store dwellings over stores. Canadian companies have claimed that, according to a decision in the case of a bankrupt Canadian company which exceeded the provisions of its charter, such policies were *ultra vires*. They have made trouble for the Agricultural with the loan companies and with its policy-holders, and so the broadening of the charter was determined upon. The Agricultural will not write special hazards, and, at least for the present, will do but little mercantile business.'"

PERSONAL MENTION.

MR. ALEXANDER DUNCAN, the manager of the Scottish Union & National, has been elected a Fellow of the Faculty of Actuaries in Scotland.

MR. A. I. HUBBARD of this city has we understand been appointed manager for the Province of Quebec of the London Guarantee & Accident Company.

MR. WILLIAM McCADE, managing director of the North American Life of Toronto, is taking a well-earned brief rest among the orange groves of Florida.

MR. FRED WILLIAMS, for a good while connected with the Chicago general office of the Phoenix of Hartford, has been appointed State agent of the Royal, for Michigan.

MR. GEORGE H. PATTERSON, who has for several years represented the London Guarantee & Accident Company in this city, has severed his connection with that institution.

WE REGRET to announce the death of the Hon. Gilbert McMicken, general agent for Manitoba and the Northwest Territories, since 1879 of the Commercial Union, which took place on the 7th inst. at Winnipeg.

MR. COLIN McCUAIG, long connected with that company, has been appointed actuary of the Scottish Union & National. He is a member of the Council of the Faculty of Actuaries of Scotland, and an able actuary.

MR. GEORGE A. FURNESS, for some time past the New York State special of the Liverpool & London & Globe, has been appointed its New England special in place of Mr. A. C. Adams, gone into the service of the *Ætna*.

MR. FREDERICK DE HAAS, late general agent at St. Paul of the Germania Life of New York, recently committed suicide, owing to complications in his accounts with the company, though no fraudulent use of the funds was discovered.

MR. CHARLES D. HIGHAM, for a year or two past the actuary of the Economic Life, has accepted the position of actuary of the London Life, made vacant by the recent death of Mr. Whitecher. Mr. B. A. Berry of the latter company's staff was appointed its assistant actuary.

MR. MICHAEL SHANNON, chief examiner of the New York insurance department, under Superintendent Maxwell, has been appointed deputy superintendent by Superintendent Pierce, in place of Wm. B. Ruggles, resigned. Mr. Shannon was deputy superintendent under Superintendent McCall, the predecessor of Mr. Maxwell.

"REV." J. THOMSON PATERSON, who will be remembered by our readers in connection with the Mutual Reserve Fund Life in Canada, and who has for a year or two been the manager of that concern for Ireland, has been "promoted" to be general manager for Scotland, with headquarters at Glasgow.

MR. CHAS. H. ROUTH has been admitted as his father's partner in the business carried on heretofore by J. H. Routh & Co. in this city. The new firm is to be known as that of J. H. Routh & Son. The senior of the firm has for many years represented the Western of Toronto, and is one of the most popular men in the agency field.

AMONG THE CALLERS recently on the CHRONICLE were:—Messrs. C. C. Foster, secretary of the Western, Toronto; H. M. Gibbs, Toronto, general agent of the Citizens'; W. G. Brown, inspector of the Phoenix of Hartford; W. A. Medland, general agent at Toronto of the Scottish Union; and J. K. McCutcheon, inspector of the Manufacturers' Life, Toronto.

A WORD TO OUR PATRONS.

Many of our advertising patrons, mindful of the fact that the INSURANCE AND FINANCE CHRONICLE, as a semi-monthly publication, is a very much more valuable medium of communication with agents and the public than it is possible for a monthly to be, have shown their appreciation by arranging to have their advertisements inserted in every issue, thus doubling the frequency of appearance. We hope to arrange with all our advertisers on some basis, so as to give them the benefit of a fortnightly insertion. That it may be seen how many of the companies have already arranged to appear in every issue of the CHRONICLE, we append the names as follows:—

| | |
|-----------------------------|---------------------|
| North British & Mercantile. | Commercial Union. |
| Standard Life. | Atlas. |
| Ins. Co. of North America. | Confederation Life. |
| National of Ireland. | Union. |
| Equitable Life. | Guardian. |
| North Queensland. | Federal Life. |
| British Empire Life. | United States Life. |
| United Fire Re-Insurance. | Citizens. |
| Provident Savings Life. | New York Life. |

Besides these, many of the Agency and Legal cards appear in every issue.

Legal Intelligence.

LIFE INSURANCE.

N.Y. COURT OF APPEALS, Jan., 1891. *Griswold vs. Stayer et al.* Construction of term "Legal representatives."

This case came up from the General Term on appeal by plaintiff, Susan K. Griswold, Sawyer and another, as administrators, being respondents. The action was brought to determine the rights and interests of the respective parties in and to the proceeds of a certain policy of life insurance, issued by the Connecticut Mutual Life Insurance Company upon the life of Alfred H. Griswold, the husband of Susan K. Griswold, on July 25, 1879, for \$2,453, the same issued as a paid-up policy. Together with the defendants, Henry C. Griswold and another, who are the surviving children of deceased, she claimed that the proceeds of the policy belonged to them and not to the defendants, Allen C. Sawyer and another, as the administrators of the insured, upon the grounds that the terms "legal representatives" contained in the policy meant the persons entitled to share in the personal estate of the deceased, according to the statute of distribution. The General Term decided in favor of the administrators, but the Court of Appeals reversed this judgment.

ACCIDENT INSURANCE.

WIS. SUPREME COURT, Feb., 1891—*Mathers vs. Union Mut. Accident Assn.* Power of agent to bind company.

On Jan. 12, 1889, the plaintiff Mathers went to the agent at Fond du Lac, Wis., for the above association located at Chicago stating that he owned some sheds which he must take down at once, but that they were covered with snow and ice, and he wanted some accident insurance. The agent told him that he could insure him then, and that the insurance would run from the hour he paid his money. The agent filled out the application as Mathers answered the required questions, and Mathers signed it, not knowing that it contained a stipulation that he would not hold the association for any loss occurring before his application had been received at Chicago, and his policy issued. While Mathers was working that afternoon, he fell from a shed, and was so injured that he was laid up for weeks. He sued the association for \$100 indemnity. The association received his application 14th Jan., and issued a policy of that day; they refused payment of his claim, on the ground that he was not insured until 14th Jan. The Court held that the agent had general powers under the statute, and hence could give and did give a present insurance, and that the company was liable for the damages proved.

WANTED—By one of the prominent Life Companies an Agent for one of the largest cities in the Dominion. Apply to "Insurance Manager" care of Insurance & Finance Chronicle, Montreal.

WANTED—for London, Ont. By a British Fire Office having an old established business in London a local resident agent who can control and influence a large and good business for the company. Communications confidential. Apply to "X.Y.Z.", care Insurance and Finance Chronicle.

WANTED.—Life and Fire Insurance Agents. Energetic solicitors who have a good connection any where in the Province of Quebec or Ontario; who have faith in their own ability to obtain business for one of the oldest and best Life Insurance Companies with easy plans to work, and who desire a remunerative contract, please address, in confidence, "Business," care of Insurance & Finance Chronicle, MONTREAL.

MUNICIPAL DEBENTURES.

GOVERNMENT AND RAILWAY BONDS.

INVESTMENT SECURITIES.

BOUGHT AND SOLD

Insurance Companies requiring Securities suitable for deposit with Dominion Government or other purposes, can have their wants supplied by applying to

R. WILSON SMITH,
British Empire Building, MONTREAL

Debentures and other desirable Securities purchased.

INCREASE OF THE CAPITAL STOCK

—) OF THE (—

EQUITABLE MORTGAGE COMPANY

(Head Office, New York.)

from \$2,000,000, one half paid, with a surplus of \$400,000 to \$1,000,000, fully paid, with a surplus of \$1,500,000. An assured ten per cent. dividend-paying investment. The Company lends money on first mortgage upon improved real estate; issues its own debentures; buys and sells public securities; negotiates large issues of bonds; executes trusts; and has a controlling interest as shareholder in a number of banks located at the large central cities of the Southern and Western States. These banks are under the supervision of the Company, and are frequently examined by the Company's own auditors; and experience has shown that the stocks of these institutions furnish one of the best and most profitable mediums of investment of the Company's funds.

Upon June 30, 1887, the surplus and undivided profits accumulated up to that time were divided. Since that date the Company has earned upon its paid-up capital, as follows: 21 per cent. for the year ending June 30, 1888; 22 per cent. for the year ending June 30, 1889; and 25 per cent. for the year ending June 30, 1890. During these three years the Company has continued to pay regular quarterly dividends of 2½ per cent., or 10 per cent. per annum, and has accumulated a new surplus of \$400,000. The management believe that the Company can rely upon an increase in its already large earning powers as a result of its increase of capital; and that the Company will be able, after paying its regular dividends of 10 per cent., to increase its surplus within five years to \$1,000,000, equal to its capital. After this result is attained, it is proposed to cease adding further to the surplus, and to pay dividends equal to the entire net earnings of the Company.

The new stock is issued at \$150 per share (par value \$100). A limited number of the new shares have been reserved for Canadian investors, and a large proportion of these have already been subscribed.

Subscriptions will be received, and full information given by

LEWIS A. HART,
NOTARY,
Investment Securities,
IMPERIAL BUILDINGS, 107 ST. JAMES STREET,
MONTREAL.



ROYAL CANADIAN INSURANCE COMPANY.

REPORT OF THE DIRECTORS.

For the Year ending December 31st, 1890.

The directors have the pleasure of presenting the eighteenth annual report of the company for the year ended 31st December, 1890, together with the auditor's report thereon:—

REVENUE.

| | | |
|-------------------------------|--------------|---------------------|
| Fire and Marine premiums..... | \$661,271 53 | |
| Interest account..... | 28,666 31 | |
| From other sources..... | 2,394 33 | |
| | | \$891,732 17 |

EXPENDITURE.

| | | |
|--|--------------|---------------------|
| Losses, fire and marine, including an appropriation for all claims to 31st December..... | \$407,241 65 | |
| Re-assurances, and return premiums | 109,111 54 | |
| Expense of conducting the business, including commissions, etc..... | 132,900 61 | |
| Balance at credit of profit and loss account..... | 42,478 36 | |
| | | \$891,732 17 |

ASSETS.

| | |
|---|---------------------|
| Cash on hand and in bank..... | \$ 78,346 89 |
| Loan on call..... | 58,600 00 |
| Canada Central Railroad bonds..... | 113,347 24 |
| Can. Pacific Ry. land grant bonds..... | 170,040 00 |
| Consolidated fund, city of Montreal | 62,747 50 |
| Dominion scrip..... | 104,633 33 |
| Dominion stock..... | 5,280 00 |
| St. Paul, Minneapolis and Manitoba Railway bonds..... | 58,625 00 |
| Montreal Cotton Company's bonds..... | 5,250 00 |
| Bills receivable—marine premiums..... | 42,500 78 |
| Due from other companies for re-insurance..... | 14,604 04 |
| Premiums in course of collection..... | 10,197 15 |
| Agents balances and sundry debtors..... | 11,227 68 |
| | \$768,426 61 |

LIABILITIES.

| | |
|---|---------------------|
| Capital stock..... | \$400,000 00 |
| Losses under adjustment..... | 35,807 25 |
| Re-insurance reserve..... | 223,544 79 |
| Dividend No. 14, payable 16th Feb., 1891..... | 28,000 00 |
| Surplus..... | 81,074 57 |
| | \$768,426 61 |

The directors have the pleasure of reporting an increase in premiums, assets, investments and reserves as the result of the year's operations. The usual dividend of 7 per cent. was declared payable on the 16th instant. All the directors retire this year, but are eligible for re-election.

The directors have to note, with deep regret and sorrow, the death of Andrew Robertson, Esq., their late colleague and president, which occurred since our last meeting; also that of Hugh Mackay, Esq., a former colleague and long time director of the company, and desire to express the high esteem in which they were held by their confrères.

DUNCAN MCINTYRE, President.

MONTREAL, February 26th, 1891.

AUDITOR'S REPORT.

MONTREAL, February 6th, 1891.

Duncan McIntyre, Esq., President Royal Canadian Insurance Company, Montreal:—

DEAR SIR,—

During the year ended 31st December, 1890, I periodically examined your company's books and accounts, and since the termination thereof I have examined the final balance sheet and statements of affairs extracted therefrom, and found the whole correct, properly rendered, and completely corroborated by vouchers.

Yours truly,

JOHN McDONALD, Auditor.

The report having been read, after remarks thereon by the chairman, it was unanimously adopted. The election of directors was proceeded with, resulting in the re-election of the old board, as follows:—Duncan McIntyre, R. B. Angus, Jonathan Hodgson, Hon. J. R. Thibaudau, Wm. Smith, J. P. Dawes, John Ostell.

SEALED TENDERS marked 'For Mounted Police Clothing Supplies,' and addressed to the Honourable the Minister of Railways and Canals, will be received up to noon on Monday, 9th March, 1891.

Printed forms of tender containing full information as to the articles and quantities required may be had on application to the undersigned. No tender will be received unless made on such printed forms. Particulars of articles may be seen at the office of the undersigned.

Each tender must be accompanied by an accepted Canadian bank cheque, for an amount equal to ten per cent. of the total value of the articles tendered for, which will be forfeited if the party decline to enter into a contract when called upon to do so, or if he fail to supply the articles contracted for. If the tender be not accepted the cheque will be returned.

No payment will be made to newspapers inserting this advertisement without authority having been first obtained.

FRED. WHITE,
Comptroller N. W. M. Police.

Ottawa, Feb. 9th, 1891.

| | |
|---|---|
| <p>Banque Ville Marie. Established 1873. HEAD OFFICE: MONTREAL. Paid-up Capital, \$475,250. Reserve, 20,000. DIRECTORS. W. Welr, President. W. Strachan, Vice-President. O. Faucher. J. T. Wilson. Gualfreid Welr. Charles Garamit, Cashier. MANAGES. Berthier...A. Garibpy. Hochelaga...Geo. Babin. Hull...J. Paley. Lachine...H. Frost. St. Charles...M. L. J. Lacasse. Louisville...F. X. O. Lacour. Nicolet...C. A. Sylvestre. St. St. Charles...M. J. E. Wall. St. Therèse...M. Buisvert. AGENTS AT NEW YORK. The National Bank of the Republic and Ladenburg, Thalmann & Co. Chicago: Bank of Montreal. Paris: Le Crédit Industriel.</p> | <p>Union Bank of Canada. Established 1855. HEAD OFFICE: Quebec. Paid-up Capital, \$1,200,000. DIRECTORS. Andrew Thomson, President E. J. Price, Vice-President. Hon. Broc. McGreevy, E. Girou, D. C. Thomson, E. J. Hale, Sir A. T. Galt, G.C.M.G. E. E. Welch, Cashier. BRANCH AGENTS. London—The Alliance Bank, Limited. Liverpool—Bank of Liverpool, Limited. New York.—National Park Bk Boston—Lincoln National Bk. Minneapolis—First National Bank. BRANCHES. Alexandria. Iroquois. Merrillville. Montreal. Ottawa. Quebec. Smiths Falls. Toronto. Windsor. W. Winchester. Leithridge, Alberta.</p> |
|---|---|

THE

EQUITABLE

Life Assurance Society,

OF THE UNITED STATES.

JANUARY 1st, 1891.

| | |
|-----------------------------------|---------------|
| ASSETS..... | \$119,247,744 |
| Liabilities, 4/..... | 95,503,297 |
| SURPLUS..... | \$23,740,447 |
| INCOME..... | \$35,036,683 |
| New Business written in 1890..... | 203,826,107 |
| Assurance in force..... | 720,662,473 |

HENRY B. HYDE, President.

JAMES W. ALEXANDER, Vice-President.

SEARGENT P. STEARNS, Manager.

18 St. James St., - MONTREAL.

CITIZENS INSURANCE COMPANY OF CANADA.

Report of Directors presented to the Shareholders at their Annual General Meeting, 2nd March, 1891.

The annual meeting of the Citizens Insurance Company was held on Monday, 2nd of March, at the company's offices 181 St. James street.

The chair was occupied by the Hon. J. J. C. Abbott, senator, and amongst others present were: Messrs. Andrew Allan, Alph. Desjardins, Chris. D. Proctor, J. O. Gravel, Robert Anderson, L. E. Desjardins, M. D. Henry Lyman, Adolphe Roy, R. W. Simpson, F. W. Evans, Charles Morton, E. K. Greene, M. S. Foley, William Smith, Malcolm Gibbs, Toronto, Arthur L. Eastmure, Toronto, etc., etc.

The notice calling the meeting was read by Mr. Wm. Smith, secretary-treasurer of the company, who also acted as secretary of the meeting.

The directors have the pleasure to submit their report of the operations of the company for the year ending 31st December, 1890, together with the report of the auditors, Messrs. Philip S. Ross and William Hodgson.

The usual statement of income and expenditure, and of assets and liabilities, will be found annexed hereto, and it is a matter of the greatest satisfaction to the directors to present statements which record such a favorable year's operations. The surplus of the year, after providing a liberal estimate for all outstanding losses, amounts to \$6,599.60 a result which has not been attained in any previous year of the company's history.

A brief résumé of the progress of the company is found in the following table.—

| | |
|--|-------------|
| Increase in premium income (not including earned premiums on Glasgow and London business)..... | \$32,650 90 |
| “ “ Interest from investments..... | 2,747 82 |
| “ “ Assets..... | 178,595 85 |
| “ “ Liabilities..... | 132,439 32 |
| “ “ Net surplus over all liabilities..... | 45,956 53 |

The preceding statement refers only to the fire and accident branches, the life branch having ceased to exist on the 31st March, 1890.

LIFE BRANCH.—In accordance with the decision of the last annual meeting, the directors discontinued this branch on the 31st day of March last, and reinsured with the "Sun Life Assurance Company," of Montreal, the whole of the policies remaining in force at that time. The liability of the company under life assurance policies has now entirely ceased, the only remaining liability being for general expenses yet to be incurred in connection with the winding up of the branch.

The policies of the Sun are being rapidly substituted for the policies of the Citizens, and your directors expect to finally liquidate the branch before the close of the present year.

The result of the re-insurance of the Life business is that the deficiency of \$36,149 31 existing in respect of the life department on December 31st, 1889, has been reduced to \$34,288 81, thus, with the gain in the fire and accident departments, increasing the net surplus over all liabilities by \$47,817.06.

GLASGOW & LONDON INSURANCE COMPANY.—During the year your directors have acquired by purchase the entire Canadian business and connection of the "Glasgow and London Insurance Company of Great Britain." You will observe in the accompanying statements, the method employed in bringing the transaction into our revenue account. Your directors have thought it advisable to limit the amount credited to our premium account for the year to the actual sum earned by the company; that is to say, we have only taken credit for the difference between the amount received for premiums from the Glasgow and London, and the liability (or re-insurance reserve) at December 31st, the difference amounting to \$52,009.76. On the other hand, we have charged all losses paid and outstanding, together with all expenses incurred in connection with the control of a transaction of this magnitude. Your directors

consider the shareholders are to be congratulated in acquiring such an important connection, the result of which cannot but be of the utmost importance in developing our business in the most profitable sections of the Dominion.

REDUCTION OF CAPITAL.—In conformity with the instructions received from the shareholders at their last annual meeting, the Board have taken steps towards procuring legislative authority for the reduction of the unpaid capital of the company, by giving notice of the introduction before Parliament of a bill to that effect. It is probable that the permission, if granted, will be accompanied by conditions for strengthening the position of the company, to which it will be necessary to conform.

INTEREST DIVIDEND.—An interest dividend at the rate of five per cent. is declared, and will be payable on and after March 15th, 1891.

RETIRING DIRECTORS.—The retiring directors are, the Hon. J. J. C. Abbott, Messrs. Alph. Desjardins and H. Montagu Allan, all of whom are eligible for re-election.

J. J. C. ABBOTT, President

REVENUE ACCOUNT, 1890.

Fire Department.

| | |
|--|---------------------|
| Income— | |
| Gross premiums..... | \$314,421 95 |
| Return premiums..... | \$21,955 69 |
| Re-insurance..... | 27,899 16 |
| | <u>49,854 85</u> |
| | \$264,567 13 |
| Add earned premiums, Glasgow and London business..... | 52,009 76 |
| | <u>316,576 89</u> |
| Total net premiums..... | 316,576 89 |
| Interest and rents..... | 12,616 03 |
| | <u>\$329,192 92</u> |
| Total income..... | |
| Expenditure— | |
| Losses paid and outstanding, including all losses paid and outstanding on Glasgow and London business..... | \$141,221 37 |
| Commissions, brokerage, salaries, directors' fees, and all other expenses..... | 85,634 33 |
| Balance to credit of profit and loss account..... | 52,337 22 |
| | <u>\$329,192 92</u> |

Accident Department.

| | |
|--|--------------------|
| Premium after deduction of return premiums and re-insurance..... | \$40,100 63 |
| | <u>\$40,100 63</u> |
| Losses paid and outstanding..... | 12,692 55 |
| Commissions, salaries, taxes, and all expenses.... | 19,145 70 |
| Balance to credit of profit and loss account..... | 8,262 38 |
| | <u>\$40,100 63</u> |

Life Department.

| | |
|---|--------------------|
| Net premiums received to the 31st March, 1890.... | \$18,859 73 |
| Interest..... | 6,532 50 |
| | <u>\$25,392 23</u> |
| Endowment and death claims..... | 8,317 00 |
| Surrender values, bonuses, etc..... | 2,568 13 |
| Commissions, medical fees, salaries, taxes, and all other expenses incurred in connection with the liquidation of the branch..... | 12,187 38 |
| Balance to credit of profit and loss account..... | 2,319 72 |
| | <u>\$25,392 23</u> |

Profit and Loss Account.

| | |
|---|--------------------|
| Balance at credit of fire branch..... | \$52,337 22 |
| Balance at credit of accident branch..... | 8,262 38 |
| Balance at credit of life branch..... | 2,319 72 |
| | <u>\$62,919 32</u> |
| Net surplus of the year, after providing estimate for all outstanding losses..... | \$62,919 32 |

FIRE AND ACCIDENT BRANCHES.

Assets.

| | |
|--|-------------|
| City of Belleville bonds..... | \$55,120 00 |
| Parkhill bonds..... | 3,150 00 |
| Lake Champlain and St. Lawrence railway bonds..... | 12,300 00 |
| Montreal Harbor bonds..... | 1,150 00 |
| Intercolonial Coal Company's bonds..... | 5,000 00 |
| Dundas Cotton Mills Company's bonds, 1st mortgage..... | 10,000 00 |
| London Loan Company's bonds..... | 5,000 00 |
| West Tilbury Township debentures..... | 1,446 60 |
| Sandwich East Township debentures..... | 1,128 00 |
| Bank of Montreal stock..... | 11,150 00 |
| Merchants Bank stock..... | 9,910 00 |
| • South Australia bonds..... | £1,085 0 0 |
| • South Australia bonds..... | 1,170 0 0 |
| • West Australia bonds..... | 2,875 0 0 |
| • Queensland bonds..... | 1,308 0 0 |
| • Tasmania bonds..... | 3,262 10 0 |
| • Queensland bonds..... | 525 0 0 |
| • Cape of Good Hope bonds..... | 1,236 0 0 |
| • Port Elizabeth bonds..... | 1,050 0 0 |
| • Victoria bonds..... | 515 0 0 |
| • Canada inscribed stock..... | 21,115 0 0 |

£34,121 10 0 106,055 69

| | |
|--|------------|
| Cash in Bank of Commerce (Deposit Receipt)..... | 20,978 33 |
| Agency balances..... | 25,448 42 |
| Real estate..... | 100,000 00 |
| First mortgages on real estate..... | 4,300 00 |
| Bills receivable..... | 955 75 |
| Sundry debtors..... | 4,156 53 |
| Premiums in course of collection and agents' balances..... | 40,999 79 |
| Furniture, plans and plant..... | 6,941 76 |
| Accrued interest and rents..... | 2,129 61 |
| Cash in bank and office..... | 741 99 |

\$488,392 47

* Glasgow and London securities assigned to Citizens Insurance Company, but held in trust by the Dominion Government.

Liabilities.

| | |
|---|-------------|
| Losses in course of adjustment..... | \$49,441 24 |
| Due upon head office property..... | 45,653 40 |
| Due to re-insurance companies..... | 50,301 43 |
| Reserve re-insurance Government standard..... | 223,756 33 |
| Surplus of assets over all liabilities..... | 119,240 07 |

\$493,392 47

LIFE BRANCH.

Assets.

| | |
|-----------------------------------|------------|
| Three Rivers bonds..... | \$6,231 00 |
| Montreal Corporation bonds..... | 9,000 00 |
| Montreal Harbor bonds..... | 2,300 00 |
| R. C. school bonds..... | 2,400 00 |
| Canada Central Railway bonds..... | 6,745 20 |
| Parkhill bonds..... | 1,050 00 |
| New Westminster bonds..... | 36,465 00 |
| Bills receivable..... | 1,227 18 |
| Accrued interest..... | 317 69 |
| Outstanding premiums (net)..... | 2,860 48 |
| Deficit of assets..... | 34,288 81 |

\$102,885 48

Liabilities.

| | |
|--|-----------|
| Due Sun Life on transfer of life business..... | 74,370 54 |
| Due Merchants Bank of Canada..... | 25,250 72 |
| Other liabilities..... | 264 15 |

\$102,885 48

CAPITAL ACCOUNT.

| | |
|--|--------------|
| Shareholder's capital..... | \$820,845 00 |
| Balance of Fire and Accident assets..... | 119,240 07 |

| | |
|--|--------------|
| Life department, deficiency of assets..... | \$940,085 07 |
| Capital paid-up..... | 34,288 81 |
| Balance being surplus security..... | 152,733 25 |
| | 763,063 01 |

\$040,085 07

AUDITORS' REPORT.

To the President and Directors of the Citizens Insurance Company of Canada:

GENTLEMEN,—We, the undersigned, have audited the business of the past year (1890), and have verified the cash dis-

bursements from the vouchers presented to us. We have also verified the postings from the subsidiary books, and have scrutinized the securities in the company's possession, and the certificates of the Dominion Government, etc., for those in their possession.

We have verified the sources of revenue, and report the whole to be in accordance with the various records of the company, and of the statements to be submitted to you.

(Signed), WM HODGSON, Auditors.
PHILIP S. ROSS, J.

Montreal, 25th February, 1891.

The following resolution was moved by Henri Lyman, Esq., seconded by L. E. Desjardins, Esq., M. D., that the thanks of the shareholders are due and are hereby heartily tendered to the president, directors, officers and agents for their attention to the interests of the company during the past year. Carried unanimously.

The following gentlemen were re-elected directors for the current term:—Hon. J. J. C. Abbott, Messrs. Alphonse Lesjardins and H. Montagu Allan.

At a subsequent meeting of the directors the Hon. J. J. C. Abbott was re-elected president, and Andrew Allan, Esq., vice-president.

The other officers of the company are: general manager, E. P. Heaton; secretary-treasurer, William Smith.

WESTERN ASSURANCE COMPANY.

The annual meeting of shareholders of the above company was held at its offices in Toronto at noon on Friday, the 20th February.

Mr. A. M. Smith, president, occupied the chair, and Mr. J. J. Kenny, managing director, was appointed to act as secretary of the meeting.

The secretary read the following REPORT.

In presenting the annual report of the business of the year ending 31st December, 1890, the directors are pleased to be able to submit to the shareholders such gratifying evidence of the continued prosperity of the company as is embraced in the accompanying accounts.

It will be seen from the revenue account that there is a profit balance on the transactions of the year of \$155,125.19.

A satisfactory increase is shown in the receipts from fire premiums, while in the marine branch certain lines of business, which have not resulted profitably in the past, have been discontinued and the premium income somewhat reduced.

Two half yearly dividends at the rate of 10 per cent. per annum, amounting to \$50,000, have been declared, and the sum of \$26,225 21 has been written off investments to bring them to their market value at the close of the year, when, owing to the disturbed conditions existing in monetary circles, almost all classes of securities were more or less depreciated.

After providing for these deductions from the year's earnings \$75,000 has been carried to the reserve, making that fund \$900,000, and \$16,186.39 remains at the credit of the Profit and Loss Account. The total surplus of the company—which these two latter amounts constitute—is, therefore, \$916,186.39, and deducting from this the amount estimated as necessary to reinsure, or run off all existing risks, say, \$546,506.64, a net surplus remains over capital and all liabilities of \$369,679.75.

REVENUE ACCOUNT.

| | |
|-------------------------|----------------|
| Fire premiums..... | \$1,353,582 70 |
| Marine premiums..... | 715,932 49 |
| | \$2,069,515 19 |
| Less re-assurances..... | 388,123 30 |
| | \$1,681,391 89 |
| Interest account..... | 43,367 18 |
| | \$1,724,759 07 |

\$1,703,854 07

| | |
|---|------------|
| Fire losses, including an appropriation for all losses reported to December 31st, 1890..... | 665,071 26 |
| Marine losses, including an appropriation for all losses reported to December 31st, 1890..... | 368,274 07 |
| General expenses, agents' commission, etc..... | 515,383 55 |
| Balance to profit and loss..... | 155,125 19 |

\$1,703,854 07

PROFIT AND LOSS ACCOUNT.

| | | |
|--|---------------|-----------------------|
| Balance from last year..... | \$ 12,286 41 | |
| Profit for the year..... | 155,125 19 | |
| | | \$167,411 60 |
| Dividend paid July, 1890..... | \$ 25,000 00 | |
| Dividend payable 8th January, 1891 | 25,000 00 | |
| Written off securities..... | 26,225 21 | |
| Carried to Reserve Fund..... | 75,000 00 | |
| Balance..... | 16,186 39 | |
| | | \$167,411 60 |
| <i>Assets.</i> | | |
| United States and State bonds... | \$459,525 00 | |
| Dominion of Canada stock..... | 211,417 50 | |
| Loan Company and bank stocks. | 151,577 40 | |
| Company's building..... | 65,000 00 | |
| Municipal debentures..... | 80,369 23 | |
| Cash on hand and on deposit.... | 277,260 51 | |
| Bills receivable..... | 34,508 27 | |
| Mortgages..... | 16,456 60 | |
| Re-assurance losses..... | 43,642 36 | |
| Interest due and accrued..... | 4,989 50 | |
| Agents' balances and sundry accounts..... | 210,918 82 | |
| | | \$1,555,665 19 |
| <i>Liabilities.</i> | | |
| Capital Stock paid up..... | \$ 500,000 00 | |
| Losses under adjustment..... | 114,478 80 | |
| Dividend payable 8th January, 1891..... | 25,000 00 | |
| Reserve Fund..... | \$900,000 00 | |
| Balance profit and loss..... | 16,186 39 | |
| | 916,186 39 | |
| | | \$1,555,665 19 |

A. M. SMITH, President.

J. J. KENNY, Managing Director.

AUDITORS' REPORT.

To the President and Directors of the Western Assurance Co.—

GENTLEMEN,—We hereby certify that we have audited the books of the company for the year ending 31st December, 1890, and have examined the vouchers and securities in connection therewith, and find the same carefully kept, correct, and properly set forth in the above statement.

R. R. CATHRON,
JOHN M. MARTIN, F.C.A., } Auditors.

TORONTO, 9th February, 1891.

In moving the adoption of the report the president said:—

The annual report and accompanying accounts, which you have just heard read, present, I think, so clearly the result of the business of the past year, and so satisfactorily the condition of affairs at the close of the year, that it is scarcely necessary for me, in moving the adoption of the report, to do more than congratulate you upon the happy auspices under which we meet at this the 40th annual gathering of the shareholders of the company. There is one item in the accounts, however, to which it may be well to refer particularly. I allude to the amount written off securities, in order to enable us to place them in the balance sheet, as has always been our custom, at their market value on 31st December. You are aware that just at that time the prices of stocks and bonds generally were much depressed, and the fact that our securities were affected to such a comparatively slight extent is perhaps the best evidence that could be offered as to the character of our investments. Moreover, I think we are safe in regarding this as merely a temporary depreciation, and that the former values will be, as indeed some have already been, regained.

I may be permitted to say, also, that interested as I have been in this company since its organization—for 30 years as a stockholder, for 25 years as a director, and for the past 8 years as its president—it is with a feeling of pride, which I think is pardonable, that I regard the position which the Western occupies to-day among the financial institutions of this country and among the insurance companies of this continent. Organized, as it was, at a time when the popular belief existed that indemnity for losses by fire—or, in fact, from death or any other calamity which might be covered by an insurance policy—could be obtained only from the other side of the Atlantic, it had secured at the end of its first ten years' struggle for existence against this popular delusion an annual premium income of only some \$60,000. The twentieth annual report shows that it had increased this five-fold, and at the close of its thirteenth year its income exceeded one million dollars per annum; and, having thoroughly established its prestige at home, it had extended its field of operations beyond the limits of Canada.

It is now entering upon its fifth decade with an income of

nearly a million and three-quarters, derived from all the provinces of the Dominion and from the United States, as well as from some of the British West India Islands; with cash assets of upwards of a million and a half; with a profit balance on its last year's transactions of over \$150,000; with a corps of tried officers and agents, loyal to the company and its interests, and, if I may say it without egotism, last but not least, with an experienced board of directors, several of whom, like myself, may claim to be veterans and not likely to be frightened by "fire," even though it may come (as it sometimes does through conflagrations) in "collees" rather trying to the nerves. I think I may say, looking at what has been accomplished from small beginnings, and looking at our present position, that by continuing the policy which has guided us in the past, of fair and liberal dealings with our insurers, and just recognition of the services of our agents, upon whose judgment we have so largely to depend in the selection of business, we may confidently look for at least an equal measure of success for the Western in the future to that which it has enjoyed in the past, and as a consequence to it; being in a position to continue to make satisfactory returns to its shareholders upon their invested capital.

Permit me to say before closing my remarks that, under a kind Providence, I feel that we are indebted in no small degree to the wisdom and untiring energy of our managing director and his able staff of assistants, for the high position that our company now occupies in the estimation of the insuring public.

Mr. George A. Cox, vice-president of the company, in seconding the adoption of the report, said:—

The satisfactory nature of the report now submitted for your approval, and the full explanation of the president in moving its adoption, leaves but little for me to say. There is, however, one important item in the statement to which reference has not been made, and that is the very substantial addition of no less than \$75,000 to the reserve fund. With net earnings for the year equal to 31 per cent. of our paid-up capital, it was not unreasonable that the question should arise: Are you only going to pay a 10 per cent. dividend, less than one-third of your net earnings? But I am sure the shareholders and the public will appreciate the prudence and recognize the necessity of providing in good years like this for less fortunate ones, when we are called upon to meet exceptional losses by conflagrations, such as have occurred, and, in all probability, will occur again. It is very satisfactory to know that after fully providing for our re-insurance fund, which takes \$546,506.64, we have a net surplus over and above our capital and all liabilities to the public equal to about 75 per cent. of our paid-up capital.

The splendid position of the Western on its fortieth anniversary fully justifies the president in feeling proud of the company and proud of his long and honorable connection with it; and I shall also indulge a little in the same way. The best standard by which to judge a company is the relative position it occupies at home, and the Western for many years has stood in the very front rank, its income from fire and marine premiums in Canada exceeding that of any other company doing business here, English, American or Canadian, and, what is still more gratifying, its loss ratio on its Canadian business is considerably below the average of both the home and foreign fire insurance companies making returns to the Dominion Insurance Department.

I may also refer to the relative position of the company on this continent. Of 160 companies reporting to the Canadian and New York Insurance Department, only some 20 exceed the Western in volume of business, and the steadily improving character of the company's United States business, as shown by its diminishing loss ratio, affords good grounds for anticipating that the continued efforts in that direction of its representatives in the United States will make an equally favorable record for it there, to that which it enjoys at home. It is gratifying to know that, notwithstanding some exceptionally trying years, the business of that branch shows a fair profit to the company, and that the year just closed has been one of the most favorable in its experience.

I very heartily concur, Mr. President, in all that you have said as to the obligations we are under to our managing director, who brings to bear upon the business of the company a thorough and ever increasing knowledge of the insurance world and the insurance business in all its details. It is to his intelligent and close supervision of the company's interests, and to his efficient and well-selected staff, that we are largely indebted for the position that we are so proud of to-day. I have much pleasure in seconding the resolution for the adoption of the report.

On motion of Mr. A. Nairn, seconded by Mr. William Ross, a cordial vote of thanks was passed to the president and board of directors, for their services and attention to the interests of the company during the past year.

Messrs. F. J. Stewart and J. K. Niven having been appointed scrutineers, the election of directors for the ensuing year was proceeded with, which resulted in the unanimous re-election of the old board, viz.:—Messrs. A. M. Smith, George A. Cox, Hon. S. C. Wood, Robert Beatty, A. T. Fulton, George McMurrich, H. N. Baird, W. R. Brock and J. J. Kenny.

At a meeting of the board of directors held subsequently, Mr. A. M. Smith was re-elected president and Mr. George A. Cox vice-president for the ensuing year.

FEDERAL LIFE ASSURANCE COMPANY.

The Ninth Annual Meeting of the Shareholders of this Company was held at the Company's head office in Hamilton, Tuesday, 3rd inst., at 1 o'clock p.m., and was well attended, the President, Mr. Jas. H. Beatty, in the chair, when the following report was submitted :

DIRECTORS' REPORT.

Your directors have the pleasure to submit for your consideration the Ninth Annual Report of the Company, accompanied by a statement of receipts and disbursements for the year, and assets and liabilities on the 31st December, 1890.

During the year, 1,225 applications were received for \$2,688,000 of assurance. Of the applications received, 1,094 were accepted, and policies issued thereon to the amount of \$2,367,000. The remaining 131 applicants for \$321,000 of insurance were declined, because the risks were not up to the standard maintained by the Company, or were incomplete at the close of the year.

The aggregate amount of insurance in force on the Company's books at the end of the year was \$11,026,587, under 4,337 policies.

The income for the year was \$245,565.31, as against \$215,457.56 for 1889. In view of the depressed condition of affairs throughout a considerable portion of the country, and the steadily increasing competition for business, the progress made by the Company is gratifying.

Forty-two policies became claims for \$111,350, of which amount \$17,000 was re-insured in other companies, making the net amount of loss \$94,350. Of these losses three were due to death by accident.

The financial statement herewith exhibits fully and clearly the income and disbursements for the year, as well as the present position of the Company.

The expenses of the Company to amount of new insurance written, and to amount in force, give evidence of the care and economy exercised in its management. In the opinion of your directors this showing is unequalled for the year. All of the accounts of the Company covering the items entering into the financial statement have been examined in every particular, and verified by the auditors, whose certificates are submitted herewith.

The accompanying statement of assets and liabilities as on 31st December last shows, exclusive of the large amount of the uncalled guarantee capital, a surplus of nearly \$80,000 for the security of policyholders, or about \$160 of assets to every \$100 of liabilities.

Including the uncalled Guarantee Capital, the surplus to policyholders is about \$700,000.

To the officers and agents much praise is due for faithful, intelligent and successful work on behalf of the Company. Had your directors enlarged our limited staff of agents, a larger amount of assurance could have been written during the year. However, it is the belief of the Directors that the amount written and obtained at a low ratio of expense will better promote the prosperity of the Company.

AUDITORS' REPORT.

The President and Directors of the Federal Life Assurance Company:—

GENTLEMEN,—We beg to advise completion of the audit of the books of your Company for the year ending 31st December last. The books, vouchers, etc., have been carefully examined, and we have much pleasure in certifying to their accuracy. As usual, all assets of a doubtful character have been eliminated. The accompanying statement indicates the financial position of your Company as at 31st December.

Respectfully submitted.

H. STEPHENS,
SHERMAN E. TOWNSEND, } Auditors.

HAMILTON, 3rd March, 1891.

FINANCIAL STATEMENT.

Income.

| | | |
|--------------------------------------|--------------|---------------------|
| Premium receipts, net | \$210,736 33 | |
| Receipts from all other sources..... | 34,828 78 | |
| | | \$245,565 31 |

Disbursements.

| | | |
|---------------------------------|--------------|---------------------|
| Claims by death, net | \$ 98,850 00 | |
| Dividends to policyholders..... | 52,118 06 | |
| Surrendered policies..... | 840 16 | |
| General expenses..... | 63,674 03 | |
| | | \$212,482 25 |

Assets.

| | | |
|--|--------------|---------------------|
| Mortgages, debentures and bonds ... | \$ 98,355 36 | |
| Cash in banks and on hand..... | 55,764 55 | |
| Loans on policies | 3,504 62 | |
| Other Ledger assets, net | 10,435 95 | |
| Premiums outstanding and deferred (10% deducted)..... | 37,449 61 | |
| Interest accrued | 1,598 66 | |
| Re-insurance due (since received)... | 2,000 00 | |
| | | \$209,108 75 |

Guarantee capital subject to call..... **619,803 00**

Capital and Assets..... **\$828,911 75**

Liabilities.

Assurance or Reserve Fund, including
\$6,500 claims waiting proof **\$130,160 96**

Surplus of assets and capital on
policyholders' accounts..... **\$698,750 79**

Mr. James H. Beatty, president, in moving the adoption of the report, and after expressing the pleasure it afforded him to do so, said:—

Education of public sentiment in favor of life insurance has been rapidly extending for many years. There are few people now who do not believe in the benefits and advantages it affords, though not determined to secure it. Different from other matters of trade or finance, the demand does not to any extent precede the supply. Life insurance is seldom sought by those who are in need of it, but, on the other hand, those who are in need of it must be sought and persuaded.

The rapid growth of this business may be seen from the amount of assurance written in 1880 as compared with that written in 1889. The full report for 1890 is not yet issued. The amount written in Canada in 1880 was \$13,906,887, of which \$7,547,876 was written by Canadian companies and \$6,359,011 by foreign companies. In 1889 the total amount written by 31 companies was \$44,556,937, of which \$26,438,358 was written by Canadian companies, and \$18,118,579 by foreign companies. The amount paid for death claims in 1889 was \$2,483,818. The greater growth of business written by Canadian companies is due to a growing sentiment in favor of home institutions, and the greater number of thoroughly responsible home companies now in the field.

The Federal has paid, within the past three years, to beneficiaries of the insured, over a quarter of a million dollars, secured at a comparatively small cost to those benefited.

Mr. Wm. Kerns, in seconding the adoption of the report, referred particularly to the agency department. He said the time is not long past when life insurance agents were not favorably received. Probably the lack of a sufficient respect for them was in part due to a want of appreciation of the cause they represented, and the good they were endeavoring to do. Now the intelligent agent is well regarded and received, however, the better general knowledge existing of the principles and plans of life insurance demands a correspondingly better representation in the agent. The successful agent of to-day must be a man of education, good address, energy, tact and personal magnetism, in fact, must be possessed of excellent qualities of body and mind. The large number of such men now employed in this work is evidence of the magnitude of the interests involved.

The resolution was then put and carried unanimously.

On motion, the secretary was instructed to deposit a ballot to elect as directors the gentlemen who constituted the retiring board. After passing the usual votes of thanks, the meeting adjourned.

At a subsequent meeting of the directors Mr. James H. Beatty was re-elected president; Messrs. Wm. Kerns, M.L.A., and A. Burns, J.L.D., vice-presidents; David Dexter, managing director; A. Wolverton, M.D., medical director.

**CONNECTICUT
FIRE INSURANCE CO.**
OF HARTFORD, CONN.

CASH CAPITAL, - - ONE MILLION DOLLARS.
CASH ASSETS, - TWO AND A HALF MILLION DOLLARS.

J. D. BROWNE, President.
CHARLES R. BURT, Secretary. L. W. CLARKE, Ass't-Secretary.
DOMINION GOVERNMENT DEPOSIT, \$100,000.00.

GEO. H. McHENRY, Agent, MONTREAL

Union Assurance Society

OF LONDON.

Instituted in the reign of Queen Anne,
A.D. 1711.

| | |
|--|-----------|
| Subscribed Capital, | £450,000 |
| Capital Paid up, | 180,000 |
| Total Invested Funds excood, | 2,150,000 |
| Annual Income, | 350,000 |

T. L. MORRISEY,
RESIDENT MANAGER FOR CANADA.
55 ST. FRANCOIS XAVIER ST., MONTREAL.
N.B.—Applications for Agencies invited.

LIVE AGENTS WANTED

in every town and village in Ontario to represent two Live Companies, namely, the Cosmopolitan Life Association and the Cosmopolitan Casualty Association. Their plans eclipse those of any other organizations, being the natural system, mutual system and popular system of Life and Accident Insurance of the people, by the people and for the people. Liberal commissions will be paid, and application, should be made at once to J. B. Carlile, General Manager Head Office 12, 14 & 16 King St. West, Toronto.

PROVIDENT SAVINGS LIFE ASSURANCE SOCIETY OF NEW YORK.

SHEPPARD HOMANS, President.

SIXTEENTH ANNUAL STATEMENT
FOR THE YEAR ENDING DECEMBER 31st, 1890.

| | |
|---|-----------------|
| Income..... | \$1,743,407.78 |
| Paid Policy holders..... | 1,055,079.46 |
| Total Expenses of Management..... | 346,205.94 |
| Assets..... | 889,027.37 |
| Liabilities, Actuaries' Valuation..... | 450,507.00 |
| Surplus, Actuaries' Valuation..... | 438,120.37 |
| Surplus, American Experience..... | 460,282.37 |
| \$238.25 of Net Assets to each \$100 of Net Liability. | |
| Policies issued in 1890..... | \$16,174,330.00 |
| Policies in force December 31st, 1890..... | 65,131,509.00 |

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

R. H. MATSON, General Manager for Canada
F. SPARLING, Assistant Manager.

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

B. J. LOGAN, General Agents, Province of Quebec.
O. G. LEMOINE, Imperial Bldg. Montreal.

FOURTH ANNUAL STATEMENT OF THE Manufacturers' Life Insurance Co.,

For the year Ending 31st of December, 1890.
President—The Right Hon. Sir John A. Macdonald, K.C.B., G.C.B., P.C.

RECEIPTS IN 1890.

| | |
|-------------------------|-------------|
| Premiums..... | \$16,106.82 |
| Interest and rents..... | 10,241.61 |
| Total receipts..... | \$26,348.43 |

DISBURSEMENTS IN 1890.

| | |
|--|--------------|
| Death claims..... | \$ 44,616.18 |
| Cash to surrenders..... | 1,158.00 |
| Amortizations..... | 420.00 |
| Total payments to policy holders..... | \$ 46,204.18 |
| Commission, medical fees, salaries and other expenses of management..... | \$ 70,003.14 |
| Re-insurances..... | 11,000.56 |
| Total disbursements..... | \$127,207.88 |

ASSETS JAN 1st, 1891.

| | |
|------------------------------------|--------------|
| Dominion Government Bonds..... | \$ 53,000.00 |
| Mortgages on Real Estate..... | 150,242.84 |
| Stocks and Debentures..... | 24,150.00 |
| Life Interests and Reversions..... | 4,500.00 |
| Office Furniture..... | 4,500.00 |
| Real Estate..... | 10,235.01 |
| Due from Agents..... | 6,873.60 |
| Premiums Outstanding..... | 51,907.63 |
| Interest Due and Accrued..... | 3,654.82 |
| Cash on hand and in Bank..... | 2,507.54 |
| Total Assets..... | \$315,972.44 |

LIABILITIES.

| | |
|---|--------------|
| Reserve Fund..... | \$215,211.00 |
| Contingent Fund to cover Sundry outstanding expenses..... | 2,500.00 |
| Total Liabilities..... | \$217,711.00 |

| | |
|--|--------------|
| Surplus on Policy-holders' account..... | \$128,135.42 |
| Number of Policies issued in 1890..... | 1647 |
| Number of Policies in force Dec. 31, 1890..... | 4007 |
| Number of Policies in force Dec. 31, 1890..... | \$6,830,323 |

These results surpass those of any other Canadian Company in the first seven years of its existence.

GEO. GODERHAM, } Vice-President
WM. BELL, }
S. F. McKINNON, }
JNO. F. ELLIS, } Managing Director

UNITED FIRE RE-INSURANCE CO.

Of Manchester, - - England.

Chief Office for the United States and Canada
MUTUAL LIFE BUILDING, - NEW YORK.
WILLIAM WOOD, Manager.

CANADIAN BRANCH,
Temple Building, St. James St., MONTREAL,
PERCY F. LANE, Superintendent.
FIRE RE-INSURANCE ONLY.

1850 THE 1891

United States Life Insurance Co., IN THE CITY OF NEW YORK.

| | | | |
|--|----------------------|----------------------|-----------------------|
| New Insurance written..... | 1888. \$6,335,665.50 | 1889. \$8,463,625.00 | 1890. \$11,955,157.00 |
| Total amount in force December 31st, | 25,455,249.00 | 29,469,500.00 | 35,395,462.50 |

GEO. H. BURFORD, President. **C. P. FRILEIG,** Secretary. **A. WHEELWRIGHT,** Assistant Secretary. **W.W. T. STARDEN,** Actuary.

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

Good Agents, desiring to represent the Company, are invited to address **J. S. GAFFNEY,** Superintendent of Agencies, at Home Office.

E. A. COWLEY, Manager Province of Quebec, Montreal.

A BOOK WITHOUT A RIVAL.

THE FIRE UNDERWRITERS' TEXT-BOOK

By J. GRISWOLD.

REVISED AND BROUGHT DOWN TO DATE BY THE AUTHOR,

Who has introduced much new and valuable matter, including citations to decisions in the highest courts

A BOOK WHICH COVERS THE ENTIRE FIRE INSURANCE FIELD.

NOW READY FOR DELIVERY.

PRICE: BOUND IN FULL LAW SHEEP \$10.

ADDRESS: THE INSURANCE AND FINANCE CHRONICLE.

**THE MANCHESTER
FIRE ASSURANCE COMPANY.**

CAPITAL - \$7,500,000

ESTABLISHED 1824.

HEAD OFFICE, - MANCHESTER, ENG.

J. B. MOFFAT, *General Manager & Secretary.*

CANADIAN DEPARTMENT:

HEAD OFFICE, - - - TORONTO

JAMES BOOMER, *Manager.*

30th year to Jan. 1st, 1891.

THE GERMANIA LIFE

Insurance Company of New York.

| | |
|---------------------------------------|--------------------|
| ASSETS..... | about \$16,000,000 |
| Insurance written 1890, over..... | 10,000,000 |
| Annual Income..... | 3,200,000 |
| Assurances in Force..... | 58,227,620 |
| Total payments to Policy Holders..... | 24,500,000 |

MANAGERS:

GEORGE W. RÖNNE, Montreal.

J. FRITH JEFFERS, London.

GOOD AGENTS WANTED - Liberal Terms.

ECONOMY, EQUITY, STABILITY

THE ONTARIO MUTUAL LIFE,

ESTABLISHED 1870.

DOMINION DEPOSIT, - - - \$100,000.

| | |
|---|--------------|
| Assurances in force, Jan. 1st, 1890..... | \$13,127,400 |
| Increase over previous year..... | 1,085,486 |
| New Assurances written in 1889..... | 2,621,800 |
| Increase over 1888..... | 103,150 |
| Cash Income for 1889..... | 448,900 |
| Increase over Receipts of 1888..... | 55,826 |
| Cash Paid to Policy-Holders in 1889..... | 191,932 |
| Increase over 1888..... | 70,425 |
| Assets, Dec. 31st, 1889..... | 1,488,167 |
| Increase over 1888..... | 174,314 |
| Reserve for Security of Policy-holders, Dec. 31, '89..... | 1,393,012 |
| Increase over 1888..... | 169,496 |
| Surplus over all Liabilities, Dec. 31st, 1889..... | 95,155 |
| Increase over 1888..... | 4,818 |

I. E. BOWMAN, M.P., President. WM. HENDRY, Manager.

W. H. RIDDELL, Secretary.

ESTABLISHED 1818.

QUEBEC

ESTABLISHED 1818

Fire Assurance Company.

HEAD OFFICE, - QUEBEC.

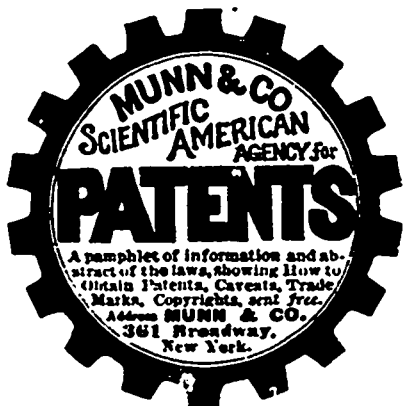
Government Deposit, - - - - - \$50,000.00

DIRECTORS:

J. GREAVES CLAPHAM, *President.* EDWIN JONES, *Vice-President.*
 W. R. DEAN, *Treasurer.*
 SENATOR C. A. P. PELLETER. | GEORGE R. RENFREW.
 A. F. HUNT. | HON. PIERRE GARNEAU.
 CHAS. LANGLOIS, *Inspector* WM. W. WELCH, *Secretary.*

AGENCIES.

ONTARIO, TORONTO.
 MONTREAL, MONTREAL.
 NEW BRUNSWICK, ST. JOHN.
 MANITOBA, N.W.T. & B.C. A. HOLLOWAY, WINNIPEG.



PHENIX INSURANCE COMPANY,

OF BROOKLYN, N.Y.

JAMES C. SINTON, Agent,
 MONTREAL, Que.

J. W. BARLEY, General Agent,
 NEW YORK.

WM. G. CAVIDSON & CO.,

LITHOGRAPHERS,

Engravers and General Printers,

KING'S BLOCK, 643 CRAIG STREET,
 MONTREAL.

SPECIALTIES:

Insurance Supplies and Commercial Work.

Dominion Life Assurance Co'y.

HEAD OFFICE, - WATERLOO, ONT.

Authorized Capital - \$1,000,000 Subscribed Capital - \$250,000
 Dom. Gov't Deposit 50,000 Paid up Capital - 62,500

JAMES THROW, M.P., President. P. H. SIMS, Esq., Vice-President.
 THOS. HILLIARD, Managing Director.

The Policy is a straight promise to pay—like a bank draft, almost unconditional. No restriction on travel or occupation.

When two or three years in force it is non-forfeitable, even for failure to pay renewal premiums, remaining in full force TILL THE VALUE IS EXHAUSTED.

It provides a legacy certain instead of a lawsuit possible. Equality between policy-holders is secured by insuring in three classes—abstainers, general and women—giving each in profit the true benefit of its own longevity.

The RATES compare favorably with any in the world.

All sound plans of assurance offered.

AGENTS WANTED. Apply now for choice of territory to

THOS. HILLIARD,
 Managing Director.

IN PREPARATION

A New and Revised Edition of

Lovell's Gazetteer of British North America.

PRICE \$3.00.

THIS work will contain the latest and most authentic descriptions of over **ELI-ETH THOUSAND CITIES, TOWNS and VILLAGES**, and of over **ELI-ETH HUNDRED LAKES and RIVERS**; a TABLE of ROUTES showing the proximity of the Railroad Stations, and Lake, River and Sea Ports to the Cities, Towns and Villages in the Provinces of Ontario, Quebec, Nova Scotia, New Brunswick, Prince Edward Island, Newfoundland, British Columbia and the North West Territories. A neat colored MAP of the DOMINION will also be given.

The book is recognized as an indispensable Companion and Guide to the Tourist, Traveler, Sea-side Excursionist and Sportsman. It is useful in the counting house, as well as in the library of every private family.

JOHN LOVELL & SON, PUBLISHERS,
 MONTREAL.

THE ANCHOR

PORTABLE COPYING PRESS.

THE HANDIEST,
 THE CHEAPEST,
 AND THE BEST.

Just the thing for Tourists and Travellers, including
 A GOOD 500 PAGE COPYING BOOK.

PRICE \$3.75.

Send for an illustrated circular.

MORTON, PHILLIPS & CO.,
 Stationers, Blank Book Makers and Printers,
 1755 & 1757 Notre Dame Street, Montreal.

MARINE INSURANCE.

NORTH QUEENSLAND INSURANCE CO., LIMITED,
 OF SYDNEY, AUSTRALIA.

Capital, - - - - - \$500,000.

Cargoes, Freights and Hulls written at lowest current rates. Prompt settlement of Claims is a distinguishing feature of this Company.

Policies issued with losses payable in London, Australia or at any of the Company's numerous agencies throughout the World.

LONDON OFFICE, - - - - - 16 CORNHILL, E. C.

WHITTAKER & CO., Chief Agents and Attorneys for Canada,

Correspondence solicited. 46 Prince William Street, ST. JOHN, N. B.