

THE GLOBE, TORONTO, MONDAY

The Canadian Engineer Offers to Municipal Officials



The free use of their offices at Toronto, Winnipeg and Montreal for the filing of plans, specifications and tender forms for all Municipal work. Proper accommodations for inspecting the blue-prints are given visiting contractors and manufacturers. More interested persons will call than will take a long trip to see the plans. It ensures your requirements being seen by a much larger number of contractors and manufacturers—and without any additional cost.

Draw up your advertisements on the plan of these two, mentioning any one or more of our offices. You have our permission. Merely send us the plans and specifications. We'll look after them carefully.

MONTREAL WINNIPEG **The Canadian Engineer** **TORONTO**
London, Eng

TO REVOLUTIONIZE LIFE INSURANCE.

Special Committee at Work During Past Year—Each Risk to be Classified—Carried Out on Scientific Basis.

That a different system of judging whether or not a policy-seeker is a good or a bad risk is about to be adopted by all the big life insurance companies in the United States and Canada, was learned a few days ago from the actuary of one of the biggest life insurance companies in the United States.

People who seek life insurance policies will not all be judged alike as in the past.

Each man, according to his method of livelihood or the peculiarities of his family tree, will be classified in a special way. His profession or ancestry will put him accurately and scientifically in one of about 145 special classes. For each of these 145 special classes there will be a different premium. The healthy naval officer, for example, will pay a different premium from the healthy saloon-keeper.

Many Different Premiums

The policy-seeker who has had two deaths among his near ancestors from tuberculosis will have to pay a different premium from the policy-seeker who has had two deaths among his near ancestors from cancer or epilepsy.

A set of statistics of 145 special risks have been prepared during the past year by a committee of the chief actuaries of all the leading life insurance companies in the United States and Canada.

This is the first step in the statistical investigation which this committee intends to carry on. Before the committee goes through, practically every common profession and every common medical history will have been studied in the same way and will have a special premium of its own, as the pro-

fession and the various trades followed by applicant will furnish the basis for a greater number of questions than heretofore.

Those Comprising Committee

The actuaries on the investigating committee are Messrs. Arthur Hunter, of the New York Life Insurance Company; John K. Gore of the Prudential; E. E. Rose, of the Mutual Benefit Life, and A. A. Welch, of the Phoenix Mutual. The medical examiners of the committee are Dr. Oscar S. Rogers, of the New York Life; Dr. B. Symonds, of the Mutual Life; Dr. H. Willard, of the Metropolitan, and Dr. Dwight, of the New England Mutual. Over 5,000,000 cases have been examined so far and were classified as regards profession and as to medical history.

Method of Classification

By this the committee discovered that the chances of long life which a saloon-keeper had were perceptibly different from the chances of either an army officer or physician; even in cases where all three would be healthy men, while, as to medical history, it was found out exactly what was the chance of a long life of the average person whose father and mother had died of tuberculosis, or cancer or epilepsy, or who was himself the victim of various ailments or "suspicious" symptoms. As a result of the investigation many heretofore bad risks will doubtless be accepted by the companies, while the movement in itself, will revolutionize life insurance, and go far to bring same to an exact science.

Does the payment of a lump sum in settlement of a workman's compensation claim tend to increase malingering? The Lancet is of opinion that this is at the bottom of most of the malingering that goes on. No one who has anything to do with insurance will deny it.—Review.



THE CHIEF DIFFICULTY

that confronts the new man entering the Life Insurance Field is the securing of GOOD PROSPECTS. This difficulty is eliminated when you write for an INDUSTRIAL COMPANY, the debts of which are an inexhaustible mine for both ordinary and industrial business.

The Union Life Assurance Company
Head Office: TORONTO, CANADA

More Policyholders in Canada than any other Canadian Company.

