

Many of our active fire insurance men, recognizing the keen competition existing just now, are apparently devoting their vacation to pushing for business. These men deserve recognition in your columns, so let us "spot them," as the detective says.

There is Ewart, of the Eastern, looking as cool as a cucumber, and working early and late to uphold his excellent company.

That British bull dog, Medland, sticks at it hot or cold; and I venture to prophesy that the Scottish Union will show a large increase of premiums this year in our good Dominion.

Muntz, of the Queen, is another man who is rapidly coming to the front, and it is the old story, the man who sticks to his business is going to succeed.

Henderson of the Hartford is surprising his friends by the way in which he is pitching into work. Not all the seductive offers of a yachting trip can induce "Chris" to leave business, and the indications are in time he will make a splendid successor to his father, who for so many years represented this company.

I was delighted to see our old friend, Secretary McLean, of the Fire Underwriters' Association, looking so remarkably well; indeed, he is as chirpy as ever, and evidently hopes in the course of a month or two to get into harness again.

Mr. Reed, jr., has retired from the Hartford agency and joined Mr. Higginbotham, the city agent of the Sun. The last named, who is well and favorably known in amateur athletic circles, is building up an excellent business for himself and the grand old fire company he represents.

I am pleased to report that Mr. Sims, manager of the Canadian branch of the British America, is doing remarkably well, and the indications point to the year's work proving successful. He has had many difficulties to contend with, but apparently all is smooth sailing with him now. He is well liked both by the representatives of competing companies and his staff.

Mr. Lockie, manager of the Mercantile, reports losses rather heavy, but looks forward confidently for the balance of the year to level up things. If ever a man deserved success, it is friend Lockie, and I believe all join me in wishing him and his excellent company lots of it. His successor in the Northern, Mr. Moberley, although a young man, is doing remarkably well, and wher ever he goes not only makes a favorable impression, but proves his thorough fitness for the important position he occupies.

Pringle is doing fairly well for the British America, especially in the marine department. Hamilton & Love of the Lancashire seem well satisfied with the way business is moving, and will show a good year's work.

The Commercial Union hold on to their business remarkably well, and it is not surprising when they have such pleasant gentlemen representing this solid company as Messrs. Wickens & Bogg.

Mr. Alex. Dixon of the Norwich Union has returned to town from Penetanguishene, whither he went, with a select party, on a fishing trip. It is needless to say it was successful in every way, the daily catch beating the record,—at least so we are told.

Not much is heard of Mr. Pyke of the Quebec, but I happen to know that he gets his fair share of the business that is going, and, let me add, deservedly too.

The Skinner & Co. loss has not been finally settled; some companies have paid, others are demanding an arbitrator with a view to arrange a satisfactory settlement. You may remember in this case the loss turned out tenfold the amount first estimated.

At the last meeting of the representatives of the Assessment associations in the U. S., Mr. Page, manager of the Canadian Mutual Life Association, presented a report on the business of the assessment societies in Canada, in which he showed what splendid progress they were making, and that their advances towards prosperity were away ahead of the old line or regular companies. In view of this, it came as a shock to the assessment fellows, and especially to the supporters of the Canadian Mutual, to learn that that institution had lost its identity by being swallowed up by the Mass. Benefit Association. It appears the transaction was consummated very quickly, but the terms of the transfer have not so far been disclosed, although there are all sorts of rumors on the streets that the "boys" inside were benefited by the deal. However, Mr. Page now blossoms out as manager for Canada of the Yankee concern, and endeavors to show to the certificate holders of the Canadian Mutual what a great advantage it is to them to go into the Benefit Association.

In view of the collapse of the "Iron Hall," it must be exceedingly gratifying to Inspector Hunter to know, that the Legislature brought about at the last session of the Ontario Legislature will hereafter keep out all the wild-cat endowment societies. He persistently and clearly demonstrated with success to the members of the Ontario Cabinet the impossibility of these endowment concerns being able to carry out their contracts.

The Mail of this city reports that on account of the continued illness of Manager McCord of the London Guarantee &

Accident company, Mr. C. D. Richardson, late inspector, has been appointed assistant general manager.

P. B. P.

TORONTO, August 29th, 1892.

OUR LONDON LETTER.

Editor INSURANCE AND FINANCE CHRONICLE:—

Scarcely a month passes without the announcement of some fresh plan, or some modification of practice, for attracting the attention of the British public to life assurance, on lines more or less remote from those to which the provident and thrifty adhered a generation since. The change, commenced at a comparatively recent date, is when endowment assurances began to displace the ordinary whole life policy; for it is common experience that the numerous developments that have taken place in connection with endowment assurance, on both sides of the Atlantic, have thrown life assurance pure and simple, somewhat into the background. The character of this change is accentuated every year, and not the least powerful motor in effecting it has been the action of the great American companies that have so successfully invaded the United Kingdom. The public are almost bewildered by the multiplicity of the special features which the life offices in Great Britain are pressing upon their notice, and it is a noteworthy fact that some of the institutions that have for some time past been regarded as most unprogressive are boldly pushing their way into the arena of competition, and are holding out advantages founded on a professedly original basis, with the object of securing at least a share of the public favor. The latest competitor in this direction is the Law Life Assurance Society. A prospectus and circular have just been placed in my hands, drawing attention to a new scheme devised by the society for removing "a principal objection to life assurance," viz., the possibility that the assured may, by either mental or physical disease, be incapacitated from earning their living, and consequently, by their inability to continue the payment of the premiums, lose the benefits secured by a life policy. Policies issued under this scheme will become exempt from the payment of premiums, either wholly or partially, according to the nature of the affliction, upon proof, within two months of its commencement, of the incapacity of the assured, whether it be permanent or temporary, to earn their livelihood. The rates of premium are slightly higher than those charged for ordinary policies of a similar class, viz., whole life policies under the limited payment tables on endowment assurances. The privileges attached to the policies are indisputability; free wholeworld licences; guaranteed surrender values; guaranteed paid up policies; intermediate bonuses; and immediate payment of claims. Policies may also be effected under the non-participating tables. This scheme may possibly be acceptable to professional men and others who are dependent for their living upon the possession of *mens sana, in corpore sano*.

ANOTHER NEW FEATURE

has just been introduced by the recently formed Globe Accident Insurance Company of Manchester. The Company announces, that in consideration of a small extra premium it is prepared to issue policies which, besides providing the usual compensation in full, for temporary or permanent disablement, likewise guarantee the payment of the doctor's bill. The ordinary premiums for a policy of £1,000 payable at death, and carrying also a proportionate allowance for disablement, is £4; and the company undertakes for an additional 15s to relieve the assured of the payment of the fees for medical attendance. This is doubtless an advantage to the assured; but if the plan be largely availed of by the public, I question whether it will fulfill what appears to me the manifest design of the company, i.e., the curtailment of the period of medical treatment, which is unquestionably protracted in some cases. However, experience only can show whether the plan is a workable one.

RED-TAPISM

seems to have effectually choked the system of Government insurance of which the Post-office has charge. The 38th report of the Postmaster General, which has just been issued, while recording remarkable progress in other directions, contains a woful record in regard to the insurance department. During the year, only 529 life policies assuring £28,930 were granted, as against 468 assuring £25,466 in the previous year. This is an increase quite trivial in its character. The progress in the annuity department is almost as trivial, for during the past year 968 immediate annuities securing £26,673 were purchased, as compared with 948 marking £21,958 in the preceding year; and 142 deferred annuities securing £2,183 were applied for, as against 116 for £2,527 in 1890. Considering the facilities