

Possibly taking example from the Mutual Reserve the following new life insurance companies are now doing business on the legal reserve plan and are the re-organizations of former assessment associations. We find the list in the *Life Insurance Independent*, which says that the companies "seem to be well equipped with securities."

The Southwestern Life Insurance Company of Dallas, Texas; formerly Southwestern Life Association, capital, \$100,000; surplus, \$50,000. The Security Life and Annuity of Greensboro, N. C., capital, \$100,000. The Southern Life Insurance Company of Nashville, Tenn., formerly Southern Life Association, capital, \$100,000. The Security Mutual Life Insurance Company of Lincoln, Nebraska, a mutual company. The Security Life and Annuity of Woodstock, Va., with headquarters in Philadelphia, capital, \$100,000. There is a North Carolina Company of the same name, The Kansas City Life, capital \$100,000. The Security Loan and Trust Company of Greensboro, N. C., has established a life insurance branch, the business to be on a legal reserve basis. Capital, \$200,000. The Farmers' and Mechanics' Life Association of Galesburg was planning to reorganize as a legal reserve company, with a capital of \$100,000, but wiser counsels prevailed and it accepted reinsurance with the Mutual Life of Illinois.

Somewhat in keeping with the above *The Spectator*, New York says: "Many of the fraternal orders have experienced a general feeling of distrust in the rates they have been charging, and are realizing that they cannot continue giving insurance at less than cost. The changes which have recently taken place in their tables of rates are of a varied character, but all tending to advance. The Mutual Protective League has divided its membership, allowing the old members to remain at the old rates and place the increase on the new members. The Order of Select Knights increased its rates for all ages, and The Protected Home Circle has increased its rates and also its per capita tax and membership fee. The Court of Honor made a decided increase in rates besides charging a per capita tax, but the old members are not affected thereby. The Ancient Order of United Workmen has made a heavy increase which has not been accomplished without strong opposition, as it hits the older members hard. Ten assessments are to be levied upon all members in addition to their monthly dues. The Union Fraternal League and the United Order of the Golden Cross have also advanced their rates, the increase applying to all ages. Profiting by experience the tendency among the fraternal organizations appears to be to get their orders on a substantial and permanent basis, by making their rates approach very closely the premiums charged by the old line companies for ordinary life insurance. Reference was made in these columns recently to the flexible nature of fraternal insurance. In a recent case the court, however, decided that the American Legion of Honor can not legally scale its certificates, and refused to sustain the validity of a \$1000 compromise made by the Legion upon a \$5000 certificate. The mathematical question in fraternal insurance is now, therefore, something like this: How much must a society collect every month at a given age to pay a \$5000 certificate at death, with privilege of paying any smaller sum than \$5000, according to the condition of the treasury and the treasurer?"

It is to be hoped that as solemn conclaves and congresses of fraternal bodies deliberate on such problems, our principal universities will also take up the subject and consider it alongside of the well-known problem that if a horse and a cow cost \$200, what will a ton of coal come to?"

And speaking of fraternal, Insurance Commissioner Cutting of Massachusetts, in his latest report, says: "The event of the year 1902 most vitally important to the fraternal insurance companies of

this country was the appointment of a committee, by the last convention of insurance commissioners, to draft a new code for the regulation of fraternal by the various States, and submit it to the next session of the convention for consideration. The purpose was to supersede, as far as possible, the many differing statutes covering fraternal, by a uniform law for all the States willing to adopt it, thus doing away with the embarrassment to these companies of finding in one State laws requiring them to do what would be repugnant to the laws in other States. It was not intended, however, by the commissioners to draft this uniform code as a star chamber proceeding, and then try and force it upon the fraternal by legislative enactment, if such could be secured. Rather the plan was to act in conjunction with representatives of these orders and, if possible, draft a bill that would on the one hand be liberal enough to allow them to operate, and on the other contain provisions that would, by easy degrees, lead to greater security. The commissioners desired uniformity, but at the same time a recognition of the fact that such provision should be made for meeting insurance contracts as they mature as experience had shown to be absolutely necessary. . . . Many of the leaders in fraternal work are ready to say, and do say, that an increase of rates is demanded by the condition of many of the old companies. To make this increase, however, while seeming to an outsider to be an easy thing perhaps, is a most serious problem. They hold that to attempt to make the advance all at once, and immediately would mean in many cases disruption, and in consequence destruction of the protection of many members too old or too much broken in health to secure protection elsewhere. They hold that it is necessary to go slow, and to seek to accomplish, through educative process, the desired end. They deprecate any radical step at once, but apparently are ready for the adoption by the legislatures of some progressive policy, the purpose and tendency of which shall be an improvement in the financial condition of this class of companies."

The Sun Life, according to *Sunshine*, the ably conducted paper of that company, has, during the last ten years increased its income more than 300 per cent., its assets about 400 per cent. and multiplied the assurances in force almost three times. Among the personals in the same issue of *Sunshine* we find the following:

"Mr. E. C. Peed, who recently joined the agency staff of the Sun Life of Canada as Manager for Maryland and the District of Columbia, has had a varied and successful experience in life assurance work, and is already making a name for himself as a writer in his new position. We note that his name has appeared on the agency department's 'Honor Roll' every month since he joined the staff, and no doubt Mr. Peed will endeavor not to miss any of the future months' 'special mention.'"

"Michigan agency led all the company's agencies in business written for the first half of 1903. Mr. H. C. Rankin, of the same agency, was the largest individual writer for June."

"Mr. W. H. Austin, of the British agency, and Mr. A. Tremblay, of the Quebec agency, have had the honor of having their names appear on the 'Special Mention List' of the agency department every month of the present year to June 30th."