ALDERMEN OF MEDICINE HAT, ALTA., DISLIKE PAYING FIRE PREMIUMS ON CIVIC PROPERTY

At a council meeting of the Medicine Hat Aldermen, held on the 3rd instant, Ald. McLarty raised a discussion as to the advisability of cutting down expenses on the insurance premiums now paid by the City. His suggestion was to carry only a minimum amount of insurance, and put aside the difference in premiums now paid the companies, and the premiums on the reduced average on civic property. The saving in premiums, Mr. McLarty stated, could be used as a fire reserve account, and would amount to a considerable sum in a few years. He, therefore, submitted a motion that "A committee be appointed to investigate the advisability of considering the reduction of fire insurance premiums, and to report as to the most economical way insurance could be carried." This was seconded by Ald. Burns, and carried.

We understand the premiums paid at present on civic property amounts to $2,789. annually. The value of the city property of Medicine Hat represents a large amount in dollars, on which an inadequate amount of insurance is now probably carried. This would be sharply shown, in case of a serious fire, in which event $2,789 would not go very far in replacing the loss by a fire that was at all serious, particularly in these days of the high cost of materials and labour.

The proposal for self-insurance has the usual charming simplicity of all these schemes. The Aldermen of the City of Edmonton had such a scheme some two or three years ago, but upon close investigation wisdom prevailed, and they have not since attempted to take up with such a Will-of-the-Wisp. Municipal self-insurance is not economical and cannot possibly be so, since it is merely a gamble with the ratepayers' property, of which the Aldermen are in the position of being morally, if not legally, trustees. In the event of any city issuing bonds it would not be likely to increase the financial popularity of the city with investors, if the bondholders were to have suddenly taken away from them part of their security in the shape of fire insurance. Such action could not fail to re-act unfavourably upon the city's credit.

We understand that the mover and seconder of the above motion, Alderman McLarty and Alderman Burns, are both prominent and influential citizens of Medicine Hat, and it is hoped in the interests of the city both gentlemen will display sufficient business perspicacity by continuing to have civic property protected by an adequate amount of sound insurance.

MR. W. E. GRAY.

Mr. W. E. Grey, general manager of the Employers Liability Insurance Corporation of London for the past ten days, arrived in Montreal on the 8th instant, where he spent a few days at the Corporation's important branch here. Mr. Gray's present visit to Canada and the United States is the first one since before the war, and is necessarily a hurried one, owing to the lateness of the season. He announced that the Corporation has purchased a valuable site in Boston, on which a large modern building will be erected for the housing of its large office staff connected with the head office in the United States, the number of which are well over 800 members and which are at present housed in different buildings. Mr. Gray entertained the heads of departments of the Montreal staff at dinner in the Windsor Hotel on the 12th instant. Those present included the general manager for Canada, Mr. C. W. I. Woodland, Toronto, and Mr. John Jenkins, fire manager for Canada, Montreal. The business of the Employers both in Canada and the United States has increased to very large proportions in recent years, and no other financial company operating in any business has a higher prestige.

BE TO POLICYHOLDERS WHAT DOCTOR IS TO PATIENT

A physician, a lawyer, or a dentist builds up a practice by constantly adding to his group of patients or clients by rendering satisfactory service which they tell their friends and relatives about. The casual client or patient merely increases the business somewhat and is not looked upon as an important part.

Much of this theory can be made to work in the accident and health business. A majority of new policyholders written are going to buy more disability insurance within a few years, or at least are going to revise their contracts to fit the new conditions. Each one is a center of influence, with relatives, business associates and friends. If the original policy is well sold and the policyholder rendered the proper kind of service by the agent, he should thereafter be the client of that particular agent. His future business and much of the business of his friends and relatives should go to that agent, because most of these friends and relatives are not ordinarily tied up to any other disability agent.

Such a relationship with policyholders, of course, carries corresponding obligations, very similar to the obligations of a professional man. Old policyholders must be carefully looked after. The agent must know whether a policyholders' circumstances are changing and to what extent they are changing. In other words, the agent must establish such a close relationship with policyholders that when accident or sickness occurs, the policyholder owns a contract that affords aabsolute protection. Under-insurance is almost