

Life Underwriters' Convention at Hamilton

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General Consensus of Opinion Most Successful Ever Held—Next Convention at Winnipeg—Importance of Life Insurance on Bank Credits—Letters Read from American and Canadian Bankers.

The tenth annual convention of the Life Underwriters' Association of Canada met at Hamilton, Ontario, on the 19th, 20th, 21st and 22nd of July. The Connaught Hotel, newly opened, was the headquarters, and the meetings were held in the spacious ballroom.

In the opinion of many of the old-timers in the insurance business, this year's convention was considered the best of any which have been held. There were about four hundred delegates present from all parts of the Dominion; and notwithstanding the intense heat which prevailed, they, one and all, voted in their own minds that it paid them to attend the convention, even if it involved long journeys on the part of a good many of them. The executive officials of a large number of the leading Canadian companies were in attendance, and undoubtedly benefited by coming in contact with the men behind the guns; as if it were not for the agents going up and down the country, proclaiming the glad tidings of life insurance, the companies would be very small and insignificant, and these men would be without jobs.

As the greater number of the home offices of the Canadian companies and the agents in the field have their headquarters in the centres of population, it is natural for this association to meet where it will convenience the greater number of agents, but occasionally the meetings are held at other points. For instance, two years ago it was held at Halifax. It has never been held further west than Winnipeg, which was five years ago; so that it was decided to meet in that city again next year, which will give a greater opportunity for the Western agents to attend without a large expenditure of time and money. A good many agents, anxious to learn something of their own country, and realizing that the only way to do so is to travel over it, hope in the near distant future that the convention will meet in Vancouver. It is a good thing for any city to have this convention, and considerable interest is always taken by local authorities in it, as about four hundred bright men go back home to talk about the city in which they met, which is naturally a good advertisement for it.

Mr. J. Burt Morgan, manager of Vancouver Island for the Great West Life Assurance Company, was unanimously elected president of the association for next year. Mr. Morgan is one of the oldest agents of this company, and from his experience in the past should prove equal to the position and be at least on a par with the preceding presidents.

This association throughout its meetings was noted for the spirit of good-fellowship which existed among the delegates, who forgot they were representing any particular company and again became students, imbibing the ideas and information as it was imparted from one to the other.

The retiring president, Mr. W. Lyall Reid, of Ottawa, was highly complimented on his work as president for the past year, and was presented with a suitable token of appreciation during the banquet which was held on the evening of the 20th.

This association is affiliated with the National Underwriters' Association of the United States, and yearly some of the bright minds of the United States contribute to the success of the Canadian convention. Mr. Warren M. Horner, of Minneapolis, contributed a very able paper on the advantages of institutional advertising; but the three outstanding figures, and they happened all to belong to one company, namely, the Equitable Life Assurance Society of the United States, were Vice-president G. T. Wilson of that company; E. A. Woods of Pittsburg, who is the manager

of the largest agency in the world, and Mr. W. J. Graham of New York, who has charge of Group, Credit and Corporation Insurance.

Mr. Wilson's address was one of the most interesting and eloquent which was ever heard at a convention. Mr. Woods' speech dealt principally with the necessity of the education of the agent before letting him loose on the public. It is of as much importance to the insuring public to deal with the educated agent as is the selection of a trained or untrained woman for a nurse.

Mr. Graham's remarks and paper were probably of the greatest importance to the soliciting agents present. He dealt with credit insurance, corporation insurance and co-partnership insurance. Mr. Graham read some original letters from ten of the leading banks in New York, showing that they insist on their creditors carrying a liberal amount of life insurance, and demonstrating that one of the important points dwelt on by the reserve banks in re-discounting paper is as to the amount of insurance the creditor carries. He stole a march on the life insurance agents of Canada by addressing a similar letter to the banks of Canada, informing them that he was going to address the Dominion Life Underwriters' Association, and asked them for similar opinions. He read at least ten letters from ten of the leading banks of Canada, signed by their highest executive officials, and one and all reiterated the views of the New York bankers. These original letters will be reproduced in the annual report of the convention and will be an eye-opener to the average business man. One bank stated that they held as collateral security on the lives of their creditors policies amounting to five million dollars.

These hurried remarks will give some indication of the nature and importance attached to the life insurance business of this annual convention. Much might be said as to supervision of the laws respecting life insurance and the ethics of the business which form an important part of the association's work, but your space will not permit of this.

RECENT FIRE LOSSES.

Recent fire losses reported to Superintendent of Insurance, Victoria:—

Port Coquitlam, July 30.—Pipe Line Road; owner, B. C. Electric Railway; occupant, R. L. McKee; wood and corrugated iron transfer station; value of building \$1,000, value of contents \$7,000; no insurance. Total loss, \$150. Cause, lightning.

New Westminster, July 19.—Waterfront, Sapperton; owner and occupant, Iowa Lumber and Timber Company; wood and iron factory; value of building \$2,000, insurance on same \$1,000; value of contents \$4,000, insurance on same \$3,000. Total loss, \$370. Cause, spark. Inter-Insurance Exchange, Northern, London & Lancashire, Guardian, Royal, Lumber Underwriters.

Vancouver, July 9.—3244 Union Street; owner and occupant, Mrs. J. H. Galbraith; 1½-storey frame dwelling; value of building \$900, insurance on same \$800; value of contents \$300, insurance on same \$200. Total loss, \$587. Cause unknown. London & Lancashire.

Victoria, July 6.—912 Caledonia Avenue; owner, Ah Fun; occupants, Chinese; two-storey frame store and dwelling; value of building \$4,000, insurance on same \$1,000; value of contents \$1,000, insurance on same nil. Total loss, \$228. Cause, incendiary. Pacific Coast.

Victoria, July 3.—445 Belleville Street; owner and occupant, A. H. Hartley; two-storey frame dwelling; value of building \$4,500, insurance on same \$3,000; value of contents \$2,500, insurance on same \$850. Total loss, \$374. Cause, sparks from chimney. London, Liverpool & Globe, Atlas, Royal.

Revelstoke, July 12.—14 Second Street West; owner and occupant, Walter Bens; wood dwelling; value of building \$4,500, insur-