

tary, but a positive needless loss to the assured and an injury to the company. And yet the depletion of the policy lists of all the companies goes on, and in the United States lapses and surrenders not only still constitute the larger percentage of the total terminations, but depletions from both these causes are increasing. That this is so will be seen by reference to the following table, which embraces most of the regular life companies found in the Connecticut Insurance Report for the two years named:—

COMPANY.	Insurance in force Jan. 1.	Lapsed in year named.	Per-centage.	Surrend'rd in Year named.	Per-centage.
	\$	\$		\$	
Etna...	1891 117,656,382	5,396,803	4.58	1,616,532	1.37
	1890 110,669,719	4,813,061	4.35	1,647,727	1.48
Berkshire...	1891 28,374,563	1,505,260	5.30	1,114,835	3.92
	1890 25,054,963	1,444,632	5.76	727,081	2.90
Conn. Gen'l	1891 8,863,155	479,564	5.41	91,785	1.04
	1890 8,158,289	447,802	5.49	81,621	1.00
Conn. Mut'al	1891 153,234,742	2,773,100	1.81	1,465,954	0.95
	1890 151,739,494	2,143,700	1.41	1,286,055	0.85
Equitable...	1891 720,662,473	70,687,554	9.80	21,043,332	2.92
	1890 631,016,666	47,993,903	7.60	15,807,458	2.51
Germany.	1891 58,227,620	2,381,265	4.8	1,315,026	2.52
	1890 54,199,371	2,081,736	3.84	829,565	1.53
Home...	1891 29,027,938	1,477,250	5.08	1,881,340	6.48
	1890 25,879,171	1,110,000	4.29	1,476,935	5.70
Manhattan...	1891 54,500,754	4,543,881	8.33	1,052,031	1.93
	1890 51,137,066	3,873,398	7.57	800,127	1.56
Mass. Mut'al	1891 63,290,789	4,433,719	7.00	2,109,970	3.33
	1890 56,323,503	3,715,241	6.59	1,578,368	2.80
Mutual Ben'fit	1891 172,840,944	3,090,553	1.79	5,862,236	3.39
	1890 162,617,014	2,565,071	1.57	4,283,357	2.63
Mutual N.Y.	1891 638,041,180	39,128,736	6.13	20,180,990	3.16
	1890 565,839,387	28,537,548	5.04	12,843,914	2.27
New York.	1891 569,338,726	41,570,631	7.30	17,206,112	3.02
	1890 495,601,970	29,719,116	5.99	14,595,207	2.94
New Engl'd	1891 84,024,809	1,373,500	1.63	2,099,771	2.49
	1890 78,954,903	1,190,930	1.50	1,350,160	1.71
North-west'n.	1891 238,908,807	14,082,224	5.89	2,097,344	0.87
	1890 202,405,923	10,862,241	5.36	1,705,358	0.84
Penn. Mut'al	1891 90,278,701	5,177,638	5.73	1,597,946	1.77
	1890 79,069,580	3,704,038	4.68	1,063,829	1.34
Phoenix Mut'al	1891 25,064,936	1,046,901	4.17	153,146	0.61
	1890 23,955,464	460,028	1.92	252,091	1.05
Prov. L. & T...	1891 79,274,945	3,825,903	4.82	1,879,808	2.37
	1890 71,816,566	2,822,732	3.93	1,249,763	1.74
State Mut'al	1891 35,017,951	690,000	1.97	1,044,222	3.13
	1890 30,476,430	582,500	1.91	888,820	2.91
Travelers'	1891 53,558,220	3,703,450	6.91	470,721	0.87
	1890 44,978,949	2,195,550	4.88	300,239	0.69
Union Centr'l	1891 50,055,701	7,885,400	15.75	740,587	1.48
	1890 41,643,121	6,111,711	14.67	578,448	1.39
Union Mut'al	1891 28,218,754	1,521,300	5.39	188,046	0.66
	1890 27,204,606	1,537,663	5.65	160,304	0.58
U.S. Life	1891 36,322,163	6,460,969	17.78	171,716	0.47
	1890 30,431,272	3,849,135	12.64	120,114	0.39
Wash ington	1891 48,387,688	4,406,786	9.10	1,767,255	3.65
	1890 46,390,324	4,007,842	8.63	1,582,078	3.41
Totals for 1891	\$3,383,171,641	\$227,648,397	6.72	\$87,205,705	2.57
Totals for 1890	\$3,015,560,751	\$165,770,078	5.49	\$65,269,119	2.16

It will be seen that the average percentage of both lapses and surrenders to assurance in force at the beginning of the year is larger in 1891 than in 1890, the lapses being 1.23 per cent. greater than during the former year, the surrenders showing only a small increase. We have also computed the percentages of the same companies for 1889, and find a lower rate than for 1890. The comparison for the three years is as follows:

1889	Lapses, 4.70;	Surrenders, 1.92.
1890	" 5.49;	" 2.16.
1891	" 6.72;	" 2.57.

Thus, in three years the lapses during the year to assurance in force at the beginning of the year have

increased two per cent., and the surrenders a little over one-half of one per cent. The natural query is, what are the causes of this increase? The solution, we think, may easily be found by considering two facts: First, the past three years have been the "booming" years for American life assurance, and the intense zeal and persuasive eloquence of the average agent have induced a good many persons to insure beyond their means to keep up the premium payments, and after the first year they have lapsed out altogether, or dropping the original policy have taken a new one for a smaller amount. "Twisting" policies, under the prevailing competition, by rival agents is, of course, to be reckoned as a cause. Then, again, as we have before stated, the lapses in the main occurring during the first and second years after issue, it follows that the increasing volume of new assurances for each of the three or four years past must naturally be followed by an increasing proportion of lapses for each subsequent year. The pushing companies, doing the largest new business, ought of course to show a correspondingly larger lapse ratio than the slow ones, and such it will be seen is the case. A dozen or more of the leading companies have been continuously piling up large volumes of new business, thus bringing up the aggregate and proportionately increasing the lapse average. These facts fully account for the increase shown, which we do not think is due at all to any growing dissatisfaction on the part of the assured. Under the prevailing non-forfeiture system, surrenders would more correctly indicate such a condition, but, as we have shown, here the increase has been only such as might be legitimately expected. Undoubtedly the lapse ratio will continue to be affected materially by the continuation or the reverse of aggressive campaigning for new business.

FARM PROPERTY HAZARDS.

In the light of facts and actual conditions concerning farm property viewed from the insurance standpoint, the conviction is steadily growing that the rate, as a rule, has not yet been graded up to meet the risk. Companies which have heretofore done a large business in the line of farm risks have within the past year been inclined to let go not a little of it and to be somewhat particular in their selections. The *Commercial Bulletin* of New York, we think, voices the present feeling with reference to these risks and present rates. After speaking of the tramp and other hazards, the *Bulletin* says:—

"The steam threshing hazard has become quite general now, and although the form of permit used seems to provide against increased danger, yet nearly every company is called upon to pay for several losses each year from this cause, and strange to say that no case has been known where the conditions of the permit were not being carried out at the time of the fire. This is proof that there is an additional hazard which is not provided for in the permits, or that something is out of order in the claimant's idea of veracity. During the summer season the woman folks feel the need of adjourning their culinary operations into the woodshed,