## The Chronicle

## Insurance & Finance.

Proprietor.

ESTABLISHED JANUARY, 1881

PUBLISHED EVERY FRIDAY.

VOL XXVI. No. 4.

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MONTREAL, FRIDAY, JANUARY 26, 1906

SINGLE COPY, - - ANNUAL SUBSCRIPTION

10c \$2.00

## LIFE AGENTS' MANUAL

As this highly valuable work will shortly be ready for distribution it is desirable for those intending to secure a copy to place their orders without delay.

Every insurance manager, every agent and every one intending to insure his life ought to have a copy. It contains the premium rates of all the life companies doing business in Canada, and reserve values. H.M. 3 p.c., 3½ p.c., 4 p.c. and 4½ p.c.—Actuaries 4 p.c.—Am. 4 p.c. and 3 p.c. Also tables of interest and discount, expectation of life, annuity values, net single premiums proportionate height, weight and chest measurement, with other information that is useful in field work, etc.

During last year 13 joint stock fire companies went out of business in the United States, 19 mutual companies, 3 Lloyds, etc., a total fatality list of 35. For each one of these derelicts there are three new ones being placed on the stocks, so the supply of wrecks will not fail this year.

At a meeting of the Life Underwriters'
Against Association, New York, about 150 memBehating. bers agreed to organize an anti-rebating
bureau to prevent the practice of giving
or accepting rebates on life insurance premiums.
Each of those entering into the agreement signed
the following pledge:

"That the subscriber will not hereafter grant rebates directly or indirectly. That whenever in his solicitation the subscriber runs across a case written after this date in which he has reason to believe a rebate has been given, he will report the name of the policy-holder receiving the rebate and such other information as he may be able to ascertain concerning the incident, including the name of the rebating

company or agent if possible to the clerk of the bureau."

Having "taken the pledge" the usual question arises, how long will it be observed and what will happen to any agent who breaks his pledge?

The financial interests of America are claimed to represent something like \$96,000,000,000. Our forests have given us \$25,000,000,000 to \$30,000,000

—one-quarter or, say, one-third of the financial value of the entire country! The gold product of California from 1848 to 1890 amounted to \$1,348,000,000. The lumber interests in the single year of 1890 amounted to \$1,345,000,000—or very nearly as much in\_one year as California had produced in gold in fifty years!

In 1895 all the products of the soil—gold, oil, iron, etc.—amounted to \$540,000,000. To this should be added a wheat crop whose value was \$400,000,000—that is to say, the minded and cultivated soil of America in one year produced \$940,000,000. The uncultivated and devasted forests in that year produced \$1,335,000,000!

Figures like these, says the "Evening Post," which spell sheer waste without any hint of resupply or reproduction—exhaustion pure and simple—point rather sternly toward the old law of supply and demand. We cannot stretch our lumber regions any more than we can stretch the surface of the earth. The figures covering the supply, and the waste and ruin of the supply, are more than colossal; they are terrifying.

The Kansas Supreme Court, in the case

Iron Safe
Olause. of the Shawnee Fire vs. E. I. Kneer, has
decided regarding the iron safe clause
as follows:

"The iron safe clause in the policy under consideration is a condition, the performance of which