

mer. Things are looking brighter in this regard at the present time. While July has not been an excessively hot month, it has been warm enough for comfort, and the charming weather has filled the resorts to a reasonable extent. Unless, a very abnormal condition of affairs should prevail from now on, it is probable that the summer hotel losses will not exceed the average.

The recent disastrous tornado in Paterson, which it will be remembered was also devastated by fire about a year ago, has created great activity in writing of tornado risks in this vicinity. The tornado losses in the Paterson disaster were not very heavy upon the companies, because very few risks were outstanding. But another cyclone of the same character in this vicinity will find the dwellers in New York and New Jersey towns better prepared for such an emergency.

Rumour has it that a large bank, with a capital of a hundred million dollars, may be established by two of the leading life insurance companies here, in order to enable them to the better conduct their great financial transactions. Some writers apparently feel apprehensive of the results of such a course. It is by no means certain that this bank will be established, and, if it should be, we have no doubt of the integrity of the life insurance companies and their ability to carry through their enterprise successfully without any loss to themselves, that is to say, to the policyholders.

The summer school established by the Equitable Life for the month of July is now practically ended, and most of the students will at once take positions with the Equitable in various parts of the field throughout the country. The instruction given in these schools is of a two-fold character, each part being of about equal importance. The students are not only taught the details of life insurance field work, but they are profoundly impressed with the possibilities existing in the business, and inspired with the idea that success will be theirs, provided they apply themselves and devote their whole time and attention to it. So far as the Equitable is concerned, this school appears to be an established and regular thing, and it will, no doubt, greatly strengthen its agency force through this instrumentality.

QUERIST.

OUTSIDE SOLICITORS OF FIRE INSURANCE.

The Editor of THE CHRONICLE.

SIR,—Just being in receipt of the CHRONICLE, for July 31, my attention was at once drawn to the letter signed "Insurance Agent," and which, after a careful perusal, appealed to me very strongly. I am certain it must touch a tender spot in the heart of every agent as being one of the best arguments that the "Agent" can put up.

A case exactly in line with the idea of "Insurance Agent" happened in my agency just this week, and upon appealing to the manager in the matter, I was politely but firmly told that they had their own reasons for accepting risks from mortgage companies, which, by the way, must in some tangible manner be compensated for the business sent to the insurance companies, otherwise, why should the managers of Loan Companies be so anxious to change the business.

Another feature of this business which, I think, is very bad policy is the fact that in every case where a risk is sent in from one of these mortgage companies, no diagram of the premises is sent, but nevertheless the policy is written up just the same. Just fancy a risk being taken from the local agent without the full diagram and full particulars in connection with same. Not much; the

application would be returned at once, with instructions to have same completed in every detail before policy would issue.

I can heartily assure the managers of insurance companies if they had the experience of some of the agents in towns of a population of, say, about three thousand, and from ten to a dozen agents to compete against, they would be only too glad to assist us in every manner possible, instead of entering into agreements with Loan and Mortgage Corporations, and thereby cutting up what little commission there is in the business.

I trust you will pardon me for taking up so much of your valuable time, but if you consider this (*my first effort*) worthy of publication, you have my permission to publish same.

Yours very truly,

ANOTHER INSURANCE AGENT.

SEAFORTH, Aug. 4, 1903.

LONDON LETTER.

London, July 23, 1903.

FINANCE.

One aspect of financial transactions in this metropolis is, although interesting, not generally mentioned. I refer to the sale of promissory notes. Large numbers of this in connection with American railroads have been on offer in London this week. Buying has been very free and goodly quantities have got into French and German hands. Their period varies from four to twelve months. In this way the pressure in New York is relieved and less gold needs to be shipped in that center.

I am reminded by these transactions that up to the present French investors have fought very shy of American railroad shares. The purchase of the above mentioned American railroad promissory notes coupled with some buying also of Yankee bonds is probably a sign of a turn in the tide of Gallic favour. But even in buying American bonds the French investor is of opinion that they are not yet quite cheap enough.

Telegraph Cable securities had some heavy falls on this market in the beginning of the year, when reports of which Marconi could, and, perhaps would do, were circulating with customary exaggeration all over the place. The scare has now abated, and all-round recoveries are the rule. The score seems never to have had any real foundation. We are convinced that Marconi has not yet succeeded in showing that he can accomplish the three essentials for an effective cable service.

These three essentials are, secrecy, accuracy and regularity. Until these things come within really measurable distance of practicability cable shares need fear very little from the clever Italian inventor. Real danger lies in the competition with subdivided lines and the consequent tariff reductions. The all-British Trans-Pacific cable will adversely affect several companies.

INSURANCE.

Accident insurance companies in Great Britain seem to have some dangerous times before them in certain cases. The question of rushing up huge volumes of business and going in for a rapid development is evidently landing some societies in a group of the difficulties inseparable from indulging in speculative outbursts. Time will show, and judging by some reports not very far distant time at that.