

The Equitable Life is said to have written \$117,000,000 of new business during the past year.

Another discovery.—It is easy for a bishop to be good for \$25,000 a year, but some of us have to be good for nothing—and we are.—*Ed.*

Our esteemed Contemporary, the *Insurance Sun* of London, Eng., has honored us by copying the article "Why should I insure now?" from the *INSURANCE AND FINANCE CHRONICLE*, but the Editor omitted to give credit for it.

Good advice: "Don't attempt to cheat an Editor out of a year's subscription to his paper, or any other sum. Cheat the minister, the butcher,—any body,—but if you have any regard for your future consequences, don't fool with a publisher.—*Bill Nye.*

The *Insurance Age*, of New York, is once more at hand after a rest of some five or six months. It is now under the management of Mr. Geo. W. Hatch, late of the *Western Fireman*. Mr. Hatch has had a long experience as a journalist, though not immediately connected with underwriting, and is reputed to be a thorough business man. We look for a prosperous future for the *Insurance Age* under his management. M. Griffin is still the proprietor.

"Where there is a will there is a way."—The agent who means business and is bound to get it *will* get it. Everything gives way before resolution that is strong enough; the reason why so many men fail in life is because you can knock them down with a feather. There is much in chance, but more in will. The persistent, untiring worker gets what he is after because no one likes to stand in his way. An agent will often raise a harvest of premiums from a field in which his predecessor could only produce a harvest of excuses. Work is the price of success.—*The Golden Gate.*

Life Insurance in England.—Mr. Goschen, in a recent address before the Royal Statistical Society, speaking of the tendency towards equalization in the distribution of wealth, brought forward interesting extracts from the returns of life insurance companies. He showed that in the ten years 1877-86, the number of insurance policies had increased from 779,000 to 901,800, and the amount insured from 383 to 420 millions, while the average amount per policy had, in the same period, fallen from £492 to £446, showing that the humbler classes are availing themselves more extensively of the benefits of life insurance. The same story was told of industrial and provident societies and savings banks; from which it was inferred that the poor were becoming less poor and the rich were becoming less rich.—*Ins. World*, London.

The *Weekly Underwriter*, New York, thus presents a moral, and adorns a tale that has been frequently told, but seems, as yet, to be scarcely realized.

There is said to be such a thing as whistling to keep up one's courage. That is probably what is meant by a paragraph in a New York paper, which describes the satisfactory condition of a fire premium company, which began business Sept. 15, 1886, and has received about \$250,000 in premiums, and has only paid \$63,000 in losses. Its losses and expenses, we are told, have been under sixty per cent. Wonderful success, truly. Losses and expenses \$150,000, Unearned premiums about \$125,000,—total \$275,000, and premium receipts \$250,000. How long will it be at this rate before it has to put up additional capital? We are told by the enterprising editor that this is of importance as an illustration of the fundamental principles upon which its operations are based. The Company is a jumbo company, and its name may be guessed.

Mr. A. E. Gammage, of Brantford, has been appointed Inspector for Brantford district of the British Empire Life.

The Guardian Fire and Life Assurance Co. has declared an ad interim dividend of 25 shillings per share (equal to 5 per cent. annual), on January 2d. inst.

Mr. James Bourne, special agent at Montreal for the National and Atlas Assurance Companies, has been appointed Commissioner for taking affidavits for the provinces of Quebec and Ontario.

Burned Cotton.—The value of the cotton burned within the last six months in the Southern States, in warehouse, and on ship-board, excluding that burned in a number of cotton-gin houses, amounts to over \$2,178,000. Of this amount \$825,000 was burned in two fires in the City of Memphis alone.

Cremation does not appear to be received with favor by the Jewish community. The eminent Rabbi, Dr. Adler, of London writing to Lord Rothschild upon the subject, says: Both Jewish law and usage require the interment of the bodies of the dead, and we view the reduction of the corpse to ashes by fire, as an indignity and an outrage.

Mr. John W. Guiteau, who for the last three years has been connected as statistician with the New York Life, has resigned that position, to accept the position of General Statistician in the Mutual Life of New York, for which Company he was agent at Davenport, Iowa, in 1865-8, and statistician at the Home Office of the company in 1869-71.

Fires at Halifax.—From a Halifax Exchange we learn that there have been, during the last year, some 45 fire alarms in that city, of which two were false alarms. The amount of losses, unfortunately, is not given, but from such details as we have do not appear to have been very heavy, outside of a few manufacturing risks, which must be very satisfactory to the underwriters.

Spontaneous Combustion.—An engineer placed a bunch of waste—which he had collected in cleaning up a mill—in front of a boiler in order that the fireman could use it next morning in starting up the fire. During the night it spontaneously ignited, set fire to the kindlings which had been made ready for the morning, and raised steam sufficiently to blow-off and alarm the watchman. The notice: "Look out for soiled rags or waste" should be put up prominently in all manufacturing establishments where such incendiaries are to be found.

Life Insurance Canvassing.—If a new man comes into the employ of a life company, one of the first things he seeks is the exclusive control of a large section of territory. He somehow believes that he can effectually work a whole state, or at least a large portion of it. He forgets two things, viz., that a small and populous district well worked is often more productive than a large territory indifferently covered; and that no one man can possibly reach out and insure every one. A solicitor, for example, thinks that he is very much restricted if he has a district containing no more than 60,000 inhabitants. This means 12,000 adults, some 9,000 or 10,000 of whom are insurable. If he manages to secure one hundred applicants in a year, he does well; if one hundred and fifty, extraordinarily well. There are but few agents whose average yearly work exceeds \$300,000 at risk. Hence it is that if a policy of only one man in seventy-five is secured in the district we have named, good work is done.—*U. S. Review.*