

THE GROWTH OF HAIL INSURANCE.

The attached table of the hail insurance experience in Canada of Dominion licensed companies during the last two years brings out clearly two points, the rapid growth of the business and its extraordinary fluctuations. Regarding its growth, net premium income reported for 1917, \$3,035,539, is more than double that reported for 1916, \$1,430,866, and while this increase is in part accounted for by the inclusion in the 1917 record of the British Crown, which had previously conducted the business under provincial license, excluding the figures of this Company, the increase in hail premiums of the Dominion licensed companies last year was over a million dollars. As the 1916 total of premiums was nearly double that reported for 1915, it is evident that the growth of this business is very rapid, with the probability that in the next few years, the total volume of premiums will reach quite respectable dimensions.

Appreciation of the advantages of hail insurance by the Western farmers is obviously making great strides, and the field is large enough to render the competition of the municipal mutuals, which have been established in several of the provinces, a factor of no very great importance. The companies acquired considerable prestige in this business in the very bad year, 1916. Naturally, they paid their losses then, as usual, promptly

ly and in full, while the municipal mutual schemes were incapable of paying more than a fraction of the year's losses, and had to resort to various schemes of re-organisation in order to carry on. A practical experience of that kind is worth tons of theoretical argument in showing the insured, which method of insurance is the better for him.

The year 1916, as has been said, was exceptionally bad, even in a business, which is notoriously either "prince or pauper." However, the table shows that a number of the companies made considerable strides last year in recovering from the 1916 experience. They doubled and tripled, in some cases even quadrupled, their 1916 premium incomes, and almost uniformly, had a very fair 1917 experience. While apparently two companies gave up the business after 1916, it seems that those remaining will have no cause to regret their decision.

A business which is marked by such extraordinary fluctuations in experience as is that of hail insurance, can it seems, best be transacted by strong multiple-line companies. Such companies would not be disturbed by a year of bad experience, while on the other hand, in view of the rapid development of the business, a good year would mean very useful addition to profits.

The increasing importance of hail insurance was recognised, in last year's Insurance Act by a provision requiring specific reserves to an amount of 50 per cent of the net premiums received.

HAIL INSURANCE IN CANADA: TWO YEARS' EXPERIENCE OF DOMINION LICENSED COMPANIES.

	Net Premiums 1917	Net Losses Incurred 1917	% Losses to Premiums 1917	Net Premiums 1916	Net Losses Incurred 1916	% Losses to Premiums 1916
Acadia	\$37,326	\$ 3,482	9.3	\$ 8,024	\$16,907	210.07
American Central				17,818	50,153	281.5
British America	127,834	65,664	51.4	99,879	113,862	114.0
British Crown	587,529	267,468	45.5			
Canada Hail	65,516	25,380	38.7	108,412	106,407	98.1
Canada Weather	5,279	—80		81,360	52,926	65.0
Connecticut	207,384	89,569	43.2	55,471	49,628	89.5
Dominion	71,134	25,239	35.3	24,598	18,938	77.0
Glens Falls				77,577	75,647	97.5
Great American	249,775	116,456	46.6	53,498	60,442	112.9
Hartford	494,365	219,888	44.5	168,940	198,622	111.6
Home	866,348	412,223	47.6	417,385	480,802	115.2
Hudson Bay	129	None		184	1,002	542.1
North-Western National	1,592	—614		169,307	172,418	101.8
St. Paul F. & M.	111,691	83,965	75.2	58,246	87,503	150.2
Westchester	209,637	89,462	42.7	90,167	84,776	94.0
Totals and Averages	\$3,035,539	\$1,398,101	46.5	\$1,430,866	\$1,570,033	109.7

PERSONALS.

Major H. A. Stewart, D.S.O., has returned to Montreal, after three years' service overseas, where he was attached to the Imperial Army in France, with his Unit, which has been in Ypres Salient for nearly three years. Major Stewart was mentioned in Sir Douglas Haig dispatches and awarded the D.S.O. while with the Imperial Army. He is a member of the well-known insurance firm of Lukis Stewart & Co., Limited, Montreal.

Mr. J. H. Riddell, manager for Canada of the British Crown Insurance Company, spent a few days in Montreal, this week.

A convention of the Life Underwriters' Association will be held at the Hotel Astor, New York, commencing September 4th. Addresses will be delivered by the following prominent Canadians, Sir Edmund Walker, Mr. Herbert C. Cox, Mr. T. B. Macaulay, Hon. Sir Charles Fitzpatrick and others.