

All these things of selfish pleasure are self-sellers, but life insurance must be pushed by men of power and determination to ride down this wall of selfishness that the tendency of the times tempts every man to build about himself. The purpose of this outburst is not to discourage the life insurance salesman, but exactly the contrary. Surely the selling of life insurance is a man's job and one of the finest undertakings in which a man of power and capacity can engage. It is an honorable and a high calling; it is free of an appeal to sordid selfishness; its victories are real and lasting, and the agent who succeeds in persuading a man to deny himself a small portion of his expenditures for the dust-and-ashes frivolities that are keeping many men poor whether their incomes are large or small is doing a bit of public service that is worth more to the community at large than even the commission which he earns is to him. The selling of life insurance in these days of continuous side shows and Vanity Fairs is one of the biggest, most worth-while jobs that any army of strong-hearted men have ever undertaken in the history of the world's progress.—*Rough Notes.*

ADVANTAGES OF CASUALTY COMPANY INSURANCE.

(*P. Tecumseh Sherman before American Conference on Social Insurance.*)

Casualty company insurance furnishes complete indemnity at fairly differential level rates; it may readily be combined with insurance of other liabilities, and carries with it expert inspection of boilers, elevators, machinery, etc. It is true that competition is a necessary incident to this form of insurance, with the consequent expense of agents' and brokers' commissions, and that its other expenses of administration are relatively high. But the relative savings in cost of administration under mutual or monopolistic State insurance, for anything like an equivalent service, are very much exaggerated, so much so, in fact, that really it is a debatable question whether on the average and in the long run stock company insurance is not about as cheap as any other method of insurance, besides being in other respects the most desirable.

Mutual insurance is of so many kinds and conditions that it is difficult to discuss it concisely. In my opinion self-managed trade mutual insurance is one of the best methods of insurance from the standpoints of cheapness and accident prevention. But a mutual association must be large and widely extended, otherwise there is insufficient risk distribution, and consequently reinsurance at extra expense becomes a vital necessity. And mutual insurance turns employers into insurers—in other words, it engages them in a highly technical business on the side of their regular businesses.

UNSATISFACTORY STATE INSURANCE.

State insurance of compensation for occupational injuries has long been tried abroad—with a monopoly in Norway and in competition in Sweden, Holland, Italy and New Zealand (not to mention the trifling experiment in France). In none of those countries has it demonstrated its relative cheapness in the long run, although in Norway it makes a show of cheapness in the single item of cost of administration. And nowhere is it satisfactory in other respects to

employers, particularly to the better classes of employers.

Although one or two ventures in State insurance in this country may be useful as instructive laboratory experiments, yet in view of the unfavorable foreign experience with better framed State insurance laws, better administered, it would be the height of folly to insist on simultaneous experiments in this doubtful line in many of our great industrial States.

There is just one excuse for the injection of State-managed insurance into this natural field of private enterprise, and that is to promote competition and to prevent all possibility of monopoly or quasi-monopoly in certain lines of insurance by private insurers. But with us so far State insurance is advocated not to serve as a factor in competition, but as a monopoly.

PRINCIPAL FIRES IN CANADA, INVOLVING LOSS OF \$5,000 AND OVER, JUNE, 1913.

JUNE	PLACE	RISK	Loss
1	Halifax, N.S.	Factory.	\$10,000
2	Roseland, B.C.	Mine buildings.	50,000
2	Burdette, Alta.	Stores.	20,000
2	Amherst, N.S.	Empty building and houses.	30,000
4	Welland, Ont.	Dwellings.	10,000
4	Winnipeg.	Business buildings.	*25,433
4	North Transcona, Man.	R. R. ties and cars.	150,000
4	Vancouver.	Stores.	11,000
5	Montreal.	Paint warehouse.	5,000
6	N. W. Liskard, Ont.	Lumber mill.	20,000
7	Sutton, Que.	Vener plant.	75,000
8	Hamilton, Ont.	Residence.	5,000
8	Lake Annis, N.S.	Store.	10,000
10	Ottawa, Ont.	Frame buildings.	19,000
11	Buckingham, Ont.	Steamer.	7,000
11	Prince Albert, Sask.	Lumber mill.	*151,000
11	Welland, Ont.	Court house.	40,000
11	Regina, Sask.	Exhibition buildings.	100,000
11	Toronto.	Boat house.	10,000
11	Sydney, N.S.	Church, convent and dwellings.	130,000
13	Biscece, Ont.	Village.	400,000
13	Lemberg, Sask.	Flour mills.	15,000
15	Three Rivers, Que.	Store.	10,000
15	Sydney Mines, N.S.	Mining plant.	15,000
16	Peribinka, Que.	Pulp mills and dwellings.	50,000
16	Ottawa, Ont.	Brick and tile works.	5,000
17	Ingersoll, Ont.	Farm buildings.	5,000
17	Merton, Ont.	Dwellings.	5,000
17	Toronto.	Tannery.	*95,000
17	St. John, N.B.	Liquor warehouse, etc.	22,000
18	Montreal.	Warehouse.	5,000
18	Sydney, N.S.	Hospital.	12,000
18	Kingston, Ont.	Boat houses.	8,000
19	Port Colborne, Ont.	Cork works.	10,000
19	Nanaimo, B.C.	Hotel.	10,000
19	Alvinston, Ont.	Elevator.	12,000
19	Montreal.	Factory.	5,000
20	Montreal.	Storage.	5,000
21	Montreal.	Business block.	130,000
22	Winnipeg.	Dwellings and church.	13,850
22	Montreal.	Sash and door factory.	40,000
22	St. John, N.B.	Dwellings.	10,000
22	McGivney June- tion, N.B.	Dwellings.	5,000
23	Fassett, Que.	Lumber mill.	125,000
23	Montreal.	School.	50,000
24	Wingham, Ont.	Sawmill.	15,000
24	Quebec City.	Packing plant.	25,000
24	Montreal.	Express shed.	10,000
26	Montreal.	Stable.	5,000
28	Montreal.	Amusement park.	40,000
29	Montreal.	Block of dwellings, etc.	75,000

*Insurance loss.