

you that the practice of writing business without the collection of premium very materially affects the ratio between number of claims and the aggregate number of policy years. I believe the change to be marked, and using figures as illustrative of my idea without wishing them to be considered as more than illustrative, I may say that whereas in the past accident companies averaged about one claim to each six policy years they now average about one claim to each five policy years. I wish to present for your consideration this subject and to ask if it is not possible for the members of this Association to devise some way by which this growing evil may be curbed. In my own opinion it is largely due to the practice brought about by competition of giving agents an extended length of time within which to make delivery and collect premium with the further privilege of canceling policies as of date of issue in the event that the premium is not paid within the permitted time. In other words the issue of policies upon approval. This evil has also been particularly fostered by the use of the system of daily reports rather than signed applications. Agents using the daily report system have many policies issued on which more or less credit is given and on which there is but the faintest chance of acceptance and payment by the insured. This evil, gentlemen, is one which materially affects the net results of your business and I believe that we should be able to devise some agreement as to length of credit that will be given which will at least minimize the evil of which I have spoken. As illustrative of the good that can be accomplished in this way by this Convention I may say that I do not believe that any considerable portion of the difference appearing between premiums written and premiums collected is due to the "twisting" of policyholders, for that practice (thanks mainly to this Association), has practically ceased. In my mind it is not "twisting" but rather the issuance of policies "on approval" that is causing this drain upon the companies and I consider this one of the vital matters to which this Association should give due attention.

Statistics Are Good Advertisements.

As accident underwriters we are, of course, reaping a certain benefit from the publicity at present being given to the perils which beset workers in industrialism. The United States Bureau of Labor reports that every year more than thirty thousand workmen lose their lives while engaged in duties incident to their regular vocations. Reports issued by the Census Bureau show that of deaths in insurable males almost ten per cent. are due to accident. This publicity has given rise to a careful consideration in many quarters of means for reducing the number of injuries and deaths from accidental causes, with the result that the past year has witnessed the organization of a considerable number of institutions having in view the minimization of the industrial toll of death and disability. Every such effort deserves and has our earnest approval and co-operation, for the constant and rapid increase in the number of accidents incident to all occupations renders imperative a reduction in another channel if our present moderate rates are to be maintained.

The past year has been remarkable for the organization of new stock companies to transact casualty insurance, many of which are of proportions huge and unheard of heretofore. Some of these we already have with us as active competitors, and others are still in an embryonic state from which it is to be hoped they will eventually emerge with a determination to join with us in an assault upon the ranks of the uninsured rather than upon the business of companies already established. We wish them all well, and hope they may soon take their places among the nation's institutions of known worth and solidity as well as join with us in the purposes of this organization.

Insurance journalists we always have with us, and we have many reasons to rejoice that this is so. To those who are present to-day I extend, on behalf of the Association, its usual welcome. We know that they will in the future, as they have in the past, deal kindly with us. The careful observer will have noted that the more influential of the insurance journals are now devoting greater attention to the business of casualty insurance, and particularly to that branch represented by this Association, than has at any time in the past been the case. This assuredly is as it should be, and is in keeping with the thought, already expressed, that the time is at hand when the business of accident and health insurance must receive, through all channels, the recognition which its importance to the welfare of our countries demands.

There is this year presented for your consideration a varied programme of superior interest. While outside talent has in a large measure been enlisted we have not overlooked that within our own ranks, and you will hear from those intimate with you as well as from others who have heretofore been strangers to you but all of whom are laborers in the great vineyard which we have come to look upon as our own. Every topic to be discussed is vital to the business in which you are engaged, or is pregnant with possibility, and your

regular attendance at every session and your constant attention is absolutely essential that you may reap the full benefit of your membership in this Association.

Esteemed Friends Departed.

Since last we met there have been released from earthly toil two whom we were wont to number among us,—Walter M. Rogers, of Boston, and David E. Thomas, of Detroit. For these we voice our sorrow. They were dear and esteemed friends, able and upright gentlemen who have left their mark of industry and intelligence upon the cause of accident insurance. To their families we express our most tender sympathy. I also desire to pay tribute to the memory of one who, though not affiliated with us in this Association, was nevertheless the personal friend of many of us,—William C. Maybury. Prominent in many walks of life, he commanded and had the respect and the confidence of all to whom he was known, and that which was his place the world will find hard to fill. We miss, too, to-day, another who has frequently met with us, one who has been deservedly prominent at many a gathering of insurance men,—F. C. Oviatt, genial, whole-souled, Oviatt, unrelenting in his toil for truth and right,—him we shall sadly miss!

In conclusion, I want to extend to delegates and friends my warmest gratitude for your presence here and for your most kindly personal greetings which I may be pardoned if I regard as renewed evidence of the friendship which I have so long enjoyed and which is so precious to me. Also I want to voice, if but feebly, my most sincere appreciation of the honor which, as an Association, you have conferred upon me



John Emo, Second Vice-President,

General Manager Canadian Railway Accident Insurance Co.,
Ottawa, Canada.

in placing me, for three successive years, at your head. I am especially glad that upon this occasion, the last Convention at which I will preside, I am privileged to address you upon Canadian soil. To our Canadian brothers we owe much for the co-operation with which they have favored us, co-operation which if not as freely acknowledged as it should perhaps have been, is nevertheless of inestimable worth to our Association. May time, as it passes, indissolubly cement the tie that binds us all in the great and good work in which we are engaged.

Balance on Hand Increases.

The reports of the treasurer, Mr. J. H. Pitcher, and of the secretary, Mr. E. G. Robinson, both showed good progress in the work of the Association. The secretary's report showed that very able work was done by him during the past year and a vote of acknowledgement was given. The treasurer's report was very satisfactory, as the balance on hand showed a slight increase despite the fact that the expenditures during the past year were heavy. The balance on hand was over \$4,600. The report was approved with congratulations by the Auditing Committee.