

# THE INSURANCE CHRONICLE.

August 29th, 1908.

## PUNISH THESE TWO.

The youth who opened a church side door last Sunday, shouted "Fire!" and then decamped, deserves severe punishment. The firebug and the man who gives the false alarm of fire are in the same category. Examples should be made of such criminals; they are nothing less. There is a limit to youthful freaks and incendiary cranks.

## UNDERGROUND UNDERWRITING.

The new insurance law of Manitoba, it is stated, is not fulfilling expectations. Foreign agencies have already found ways of evading it effectually. They are said to be writing risks without paying a percentage to the Government. Herein is another illustration of underground underwriting. Naturally, the strictest insurance law will not prevent the defiers thereof from writing business in the various Provinces all the time the law is not enforced by the law makers. The onus of prosecution has hitherto almost entirely rested upon the companies who have conformed to the law. No matter if complete data are given the Insurance Department, the Department says: "You must prosecute." This scarcely seems to be in keeping with the spirit of the law.

## NATIONAL ASSOCIATION OF LIFE UNDERWRITERS.

### Convention at Los Angeles Scores a Success— Presidential Address.

The much talked-of gathering of life agents in Los Angeles, California, on the occasion of the convention of the N.A.L.U., last week, was one of much interest. The welcomes at the opening meeting were many and cordial, and the hospitality shown during each and every day was great. Reception—ball—luncheon—automobile drive—trolley ride to seaside resorts—Chamber of Commerce reception—club reception—trip to Pasadena—banquet at Long Beach—all these were in the programme, and the three days were all too short for their enjoyment.

Mr. Charles Jerome Edwards' presidential address was a feature of the first day. It has been well styled a militant address, and it was not brief. The narrow-minded legislation of the State of New York he roundly denounced. So did he, Yellow journalism, yellow magazine writers, unjust taxation, unjust restrictions, twisting, prejudice, demagoguery. The speaker considered the present as a time of reconstruction in life insurance work, especially in agency.

### Expenses of New Business.

He emphasized the fact that no other State, save Wisconsin (from which most of the companies withdrew), has followed New York in the matter of attempting to limit the expense of procuring new business. He interrupted the main current of his address to pay a merited compliment to William C. Johnson, chairman of Legislative Committees of the New York associations, for the very great service that gentleman rendered to the cause of life assurance.

Mr. Edwards, as well as Mr. McMullen, of Rochester, in another place, criticized with warmth the action of Governor Hughes in vetoing the Fancher Bill, which sought to modify the drastic insurance laws framed by Mr. Hughes when counsel for the Armstrong Committee, which bill was supported by a great number of insurance managers, agents, and experts. "Thus," says Mr. Edwards, "the efforts of the agents resulted in failure, owing to the peculiar personal attributes of one ruler, who had the power given, without the wisdom to use it for the best good of the people and the welfare of a mighty business."

### Unreasonable Taxation.

A forcible paragraph is devoted to unreasonable taxation, and the refusal of state legislators or officers to even consider a reduction thereof because it would reduce State revenues. "The remedy for all this is the handwriting on the wall, 'Federal Supervision'; such exclusive supervision which will put a stop on graft, eliminate extraneous expenses, foster fair conditions, and give us the far-reaching benefit of uniform laws."

The report of the secretary, Mr. Will A. Waite, of Detroit, shows that any falling off in membership during the past year has been partially counteracted by new members added to the organization. Thus, fourteen associations report 100 new members in all; there are two new bodies with 38 members, and it is probable that five more will be formed before another annual meeting. The president showed his energy by visiting 29 subordinate bodies from Portland to Minneapolis during the year.

It was announced on Wednesday that the Calef Loving Cup for the best essay on "Publicity, from the Standpoint of Agent, Company, and Policyholder," had been won by Chas. E. Bent, of Los Angeles. The Ben Williams Vase was won by Alfred C. Newell, of Atlanta, Mr. L. Walter Sammis made the presentation address.

Unusual evidence was given of the esteem of the convention for the chairman, Mr. Charles Jerome Edwards, of New York, by his re-election to the Presidency. Mr. John W. Whittington, of Los Angeles, was chosen first vice-president, and Mr. Wm. E. Tolman, of Hartford, second vice-president. The secretary continues to be Mr. Will A. Waite, of Detroit, and the treasurer, the "Old Reliable," Eli D. Weeks, of Litchfield, Conn. The city of Louisville is to be the next place of meeting.

## LIFE, ACCIDENT, AND CASUALTY NOTES.

Mr. F. P. Hayden has been appointed agency director of the New York Life in the Maritime Provinces. Mr. Hayden will be stationed at Halifax.

Mr. E. R. C. Clarkson, liquidator of the New York Mutual Reserve Life Insurance Company, is forwarding cheques for premiums to those who are not taking re-insurance under the arrangements made with other life insurance concerns.

A claim has been made upon the New Westminster, B.C., city council for \$1,700 as damages for injuries received while Mr. and Mrs. W. T. Cooksley were driving around a corner in the Royal City. It is alleged the poor state of the street was responsible for the accident.

A sensible man was president of the National Fraternal Congress at the Put-in-Bay meeting last week. He reminded his hearers that the requirement to insure the permanency of a fraternal beneficiary society has forcefully impressed all thoughtful persons, and, especially, those clothed with the responsibility of management, with the conviction that a society may have an exceedingly large accession of new members in any year and still be in a worse condition at the close of the year, from the standpoint of actuarial solvency, than at the beginning. This would be true unless its financial strength had correspondingly increased. He insists that there is no magic in the word "fraternity," and declares that practically all the earlier fraternal insurance societies began operations upon a wrong basis. The improvement in late years, however, is great; new plans and methods are tending to strengthen and perpetuate many societies. Fraternal managers are getting to know that the primary purpose of a society is to provide benefits, or life insurance, to use a term most commonly employed by the public; that life insurance is a science and not a game of chance.

## QUEBEC INSURANCE CONVENTION.

### Some Important Changes in the Arrangements—Business and Other Sessions.

Those gentlemen who are working assiduously for the success of the coming convention at Quebec, of the Life

## Notice is Hereby Given

That The London & Lancashire Guarantee & Accident Company of Canada has this day received a license, No. 234, for the transaction in Canada of the following classes of business, viz:—Guarantee Insurance, Accident Insurance and Sickness Insurance. Alfred Wright is the chief agent and the head office of the Company is established at the City of Toronto.