

gage does) unless the insuring company or the mortgagees give ten days' notice of termination, and in addition they also provide for the payment of only *pro rata* additional premium for any such automatic extension. I wonder what "mortgagees" expect next! A hint to them that policies on mercantile risks are only allowed to be issued for one year under the Ontario Act might be helpful even if it is not "according to Hoyle" in expressing the intention of the Act. Mortgagees seem to "get away" very well as it is. Although they are supposed to pay under the mortgage clause for any increase in risk from the date thereof, companies I believe seldom collect this, contenting themselves for the greater part with getting the higher premium at renewal for the *ensuing* year, without looking into the past year's record of the rating.

LIENS AND ENCUMBRANCES.

A clause is fairly often now met with permitting liens and encumbrances on the property without notice. Companies seem to be passing it so far without, however, in any way welcoming it. In the cases in which it is used, viz., fairly large insurances, the question as to "encumbrances" is seldom put to the assured, and therefore I hardly think it is *absolutely* necessary, although of course advisable, for them to notify "liens and encumbrances."

As in certain parts night work is considered an extra hazard (until the last few years there was a charge for this under our schedules) permission to work nights, Sundays and holidays often appears in wordings. As the tariff companies in this district make no charge for this and there is nothing in the policy wording to prohibit night work, I consider the clause unnecessary, in this territory anyway.

(To be continued.)

BILLY SUNDAY METHODS.

The National Casualty Company finds a model for solicitors for business in Billy Sunday, and it tells its own agents so in a published statement. Billy is the incarnation of hustle. He serves his hearers with action and ginger. "Down on his knees, leaning over the edge of the platform, shaking his fist and daring Satan to come out and fight it out he has literally been raising Hell with derelicts and corruption." The consequence is that he is making thousands of converts to the cause for which he is working—and taking in loads of money, too. We do not know if our esteemed casualty friend is desirous that its business getters shall conform literally to Mr. Sunday's methods in order to succeed. If it does we shall expect to see them bounding furiously in front of the offices of their coveted prospects, threatening them with their paws, shrieking blue doubled-up murder at them and throwing bricks in the windows. If such proceedings do not scare a man into taking accident insurance with a rush, then we cannot understand how Billy Sunday is so successful. Perhaps the National Casualty only intends to suggest more activity in the efforts of its representatives than they are now displaying. That may be why it says to them in its address: "Work pays. Some of you men can increase your earnings by changing your methods. Business is never dull; it's the man." All of which is gospel truth, and ought to stir the agents up to talk of the religiousness of insurance with the effect of converting thousands to it and bringing in thousands in commissions—à la Sunday.—*Weekly Underwriter*.

THE AUGUST FIRE LOSS.

The losses by fire in the United States and Canada during the month of August, as compiled from the records of New York Journal of Commerce, aggregated \$10,067,100, as compared with \$11,765,650 in August last year and \$21,180,700 in 1913. The losses for the first eight months of 1915 reach a total of \$111,464,900, as against \$162,323,700 for the same months of last year, a decrease of over fifty millions. The following table gives a comparison of the losses by fire for the first eight months of this year with those of 1914 and 1913, together with the monthly losses for the balance of 1914 and 1913:—

	1913.	1914.	1915.
January.....	\$20,193,250	\$23,204,700	\$20,060,600
February.....	22,084,600	21,744,200	13,081,250
March.....	17,511,000	25,512,750	18,786,400
April.....	16,738,250	17,700,800	18,180,350
May.....	17,225,850	15,507,800	11,388,450
June.....	24,942,700	29,348,000	10,893,950
July.....	3,660,900	17,539,800	9,006,800
August.....	21,180,700	11,765,650	10,067,100
Total, 8 months....	\$160,537,250	\$162,323,700	\$111,464,900
September.....	17,919,300	14,383,050	
October.....	14,932,750	14,004,700	
November.....	15,207,600	21,372,750	
December.....	16,126,450	23,507,150	
Total for year....	\$224,723,350	\$235,591,350	

There were during August this year 206 fires, each causing an estimated property damage of \$10,000 or over, as compared with 190 such fires during July. Classified according to their destructiveness they afford the following comparison:—

Estimated loss.	No. of Fires
\$10,000 to \$20,000.....	78
20,000 to 30,000.....	45
30,000 to 50,000.....	24
50,000 to 75,000.....	24
75,000 to 100,000.....	8
100,000 to 200,000.....	19
200,000 and over.....	8
Total.....	206

It will be noticed, says the Journal of Commerce commenting upon these figures, that the fire losses have been very heavily reduced as compared with the two years preceding, and while hail losses have hit insurance companies writing this class quite heavily still the hail business is so small compared with the fire branch that altogether the fire insurance companies seem likely to have a good experience in 1915 if no large conflagration occurs.

DECREASE IN FIRE PREMIUM INCOME.

It is noted by the New York Spectator that not since 1902 has the amount of fire insurance premiums collected in New York City fallen so low as in the first six months of this year. The total amount in the current year was \$8,735,644 and this is the only one of such six-month periods in the last nine years which has yielded less than \$10,000,000 in premiums. Generally, business dullness, resulting in a considerable reduction in stocks, is held mainly to account for the lowering in premium volume, though the constantly increasing number of automatic sprinkler equipments with accompanying heavy reductions in rates has undoubtedly had an influence in decreasing total premium receipts.