Educational aspect of Industrial Insurance. On this topic, Mr. Wright of the Metropolitan said at the Chicago Life Underwriter's last meeting:

"Another phase of our educational work is the development of men in the business. Among the thirty thousand representatives of the Industrial companies to-day a large portion were obtained out of factories and shops, and under the direction of experienced and trained men were elevated in a short while to the dignity of business men and we have to-day in the field force some of the brightest and most capable men in the insurance business; men who would have still been working at the bench or in some foundry, had it not been for the opportunity afforded by the Industrial company.

"There is much to be gained by ordinary companies in considering the relations that exist between industrial companies, their agents and policy-holders. Imagine if you can the influence exerted by 30,000 men coming in weekly contact with 16,000,000 policy-holders Is there any wonder that the people respect industrial insurane; that they rally to the companies' support whenever unjustly attacked in the legislature? There are instances where evil laws have been introduced that would work a hardship on the Industrial Companies, and the insured, and at such times the voices of the policy-holders were raised to such an extent that the legislators were glad to be governed by the wishes of their constituents and vote against the measures."