

first place it enables us to go to our fellow citizens and tell them exactly what they would have to pay month by month, year by year, for the benefits of the Order; and this is a great advantage, and to none more than to the working man, because it enables him to lay by just what is wanted, there being no uncertainty, and, therefore, no anxiety as to what may be the calls next month. (Applause.)

But the chief advantage of this system is in the profits made on the lapsing membership. You are aware that our table of rates are based on those actuaries' tables of mortality which are most approved by insurance companies. As, however, we do not accept just everybody who applies, but make a most careful medical selection, it will be found that the actual rate of mortality for some years will be much below the estimated rate. If we take 1,600 men into the Order to-day, at age 33, we are told by actuaries that under ordinary circumstances it will cost us \$8.92 each to carry the risk of men at that age for one year. As a matter of fact, we collect \$9.00 a year from our members who join us at that age. But the experience of the insurance companies has established this fact that instead of costing \$8.92 to carry such risks for a year, if there has been a careful medical selection, it will cost for the first five years only about *one-half* of the actuarial rates, so that upon 1,000 men who join us, and allow their membership to lapse within five years, we shall make a large profit. Our own experience in this respect accords entirely with that of the insurance companies. Our magnificent surplus which had reached, at the last meeting of the Supreme Court, to the sum of \$71,384.10, is now over \$160,000.00, (great applause) and is the accumulation of these profits on the lapsing members for only eight short years. (Renewed applause). Our system of monthly payments has enabled us, therefore, to furnish to our members insurance at the bare cost laid down by actuaries. Indeed, as we do not raise the rates paid by our members from year to year as they grow older it follows that we have given them insurance at less than actuarial cost. (Applause). While we have done this, furnished insurance at less than cost, we have at the same time made large profits which now lie to our credit, and in time, no doubt, the interest thereof will be used in the reduction still further of the cost to our persisting members of the insurance they are carrying. (Applause.) All this golden opportunity to lay by something against a rainy

day without imposing any extra burdens upon the present membership is lost by the death assessing societies, and in that respect we are better than they. (Applause.)

You know that every member of the Order is entitled to receive free medical attendance whenever he is ill. This is not furnished by such societies as the Royal Arcanum, and the A. O. U. W., and in that respect we are better than they. But a man needs something else besides medicines when ill, and the I. O. F. steps in and says to the anxious wife, "Your husband, our brother, was in the Sick Fund of the I. O. F. and is entitled to \$5.00 a week from our Order, and here is the first instalment." (Applause.) Later on in the day two men call at the house and say to the wife, who, perhaps by this time, is worn out by continuous watching, "Madam, we are members of the same Court as your husband and our Chief Ranger has sent us to sit up with our brother to-night, so that you may have a little rest." And they sit up with him and watch over him with brotherly solicitude, (great applause) and the next night two other brothers appear and stand on guard over their afflicted brother, and this is repeated till the brother gets better. None but the physician and the over-worked and over-anxious wife know how much this feature in the I. O. F. contributes to the speedy recovery of the patient, and what a burden is lifted off the shoulders of the wife and family. (Applause.) In this respect, sir, we are better than the A. O. U. W., as a whole, than the Royal Arcanum, and all those other grand sister societies who give insurance benefits, but who have not developed the Sick Benefit feature as we have done in the I. O. F. (Applause.) If perchance our brother in spite of the best medical care, in spite of constant nursing, he is called hence, our Order steps in again, and in a measure affords some consolation to the widow and orphans by the immediate payment of the Funeral Benefit of \$50, a benefit that you will not get from the A. O. U. W. or the Royal Arcanum. But this is not all, within a very few days after our brother has been laid at rest, our officers are again called upon to visit the house of mourning for the purpose of giving to the widow the \$1,000, or \$2,000, or \$3,000 which the brother had paid for during his life, and which is given to her not as a charity but as her right secured for her by the prudence of the deceased brother. (Applause.) In this respect we are better than the Odd-fellows and other good Orders, but who do not give an insurance benefit.