

17th, the broker took the policies to the office of the assured's husband and was told to take them to the office of the son, as he was looking after the insurance. This the broker promptly did, but about four o'clock in the afternoon of the same day a large package, presumably containing these policies, was sent back and laid on the desk of the broker, where it was destroyed in the conflagration. It subsequently developed that the package did contain the policies, and it seemed that the insurance had been rejected at the office of both the husband and the son of the assured.

Unusual Statement.

Notices of loss, quite elaborate in form, were served upon the companies under the new policies and in due course proofs of loss were filed. A short time later a letter was received from the assured's attorney, stating that she desired to take a trip to Europe, and the only thing that deterred her was the possibility of the insurance companies desiring to interrogate her in regard to her insurance. Up to this time the companies did not know that there was anything unusual connected with the insurance. The letter, therefore, was quite a surprise to the adjusters, who upon inquiry found the facts to be as about outlined. It was therefore suggested that it would probably be best for the assured to postpone the contemplated trip to Europe.

The adjusting committee, having the matter in hand, had an interview with the assured's attorney, and suggested the advisability of determining the amount of the loss, under a nonwaiver agreement. The attorney replied stating that if the companies would admit that the policies were issued and delivered, he would gladly acquiesce in the suggestion, but if on the contrary they were going to take a position at variance with this, it would be useless for his client to consent.

Claimant's Position.

It was therefore agreed that the situation might be discussed informally without prejudice to either side, and the attorney stated that the assured would make affidavit that the broker had a perfect right to renew her insurance; that she fully ratified his action, and that the son had no authority whatever in connection with her insurance affairs. The attorney was informed that if he would present such an affidavit, the companies would be willing to proceed with the adjustment in the usual manner. The assured was out of the city at the time, but several weeks later the attorney asked for a meeting with the committee and made a proposition to settle on the basis of 75 per cent. of the insurance, which was accepted by the companies. I think that the position of the claimant was not only eminently sound, but that the companies were treated in a broad and liberal spirit in the final adjustment of the loss. If, however,

the insurance had not been renewed, I think it highly probable that claim would have been made under the old policies, and that the courts of California would have been called upon to adjudicate one of the most interesting cases in the annals of insurance litigation, and to express their opinion as to when a loss occurs.

A prominent company some time ago received a communication from one of its agents in a Southern state, saying that upon soliciting a risk from the owner of a large printing establishment, he was met with a flat refusal accompanied by a statement that the company twenty years before, when he was in business in the North, had paid him a loss of \$1,600 under a \$2,000 policy, when he was entitled to collect a total loss, and he had never had a good word for the company since that time. There was in all probability some reason why the loss had been settled for \$1,600 and the loss file having been destroyed, the suggestion was made to the President that it might be well to write to the state agent, by whom the loss was adjusted, and ascertain what recollection, if any, he had in regard to the case, but the President replied saying, "If a man can harbor an ill feeling toward the company for twenty years, he must have some good reason for so doing, but whether this be true or not, we will send him a draft for the additional \$400," which was accordingly done.

If adjusters are born, not made, it must be confessed that the birth rate is not keeping pace with the growth of the business. Although it is not the ladder upon which to scale the greatest heights in the insurance world, yet, there is no greater opportunity within reasonable limits, for a young man of character, education and ability, who possesses adaptability for the work, than the loss branch of the insurance business. "The Gods sell anything and to everybody at a fair price," and the price of success in any vocation is self-sacrifice, concentration and the loss of oneself in his work.

THESE ABNORMAL TIMES

If one felt that there is to be no compensation now, or in the future, for the colossal social upheavals of the early part of the twentieth century, there would be every excuse for his hopelessness. But, as every cloud in the sky has a silver lining, so the cloud of disaffection on the part of some sections of labour may lead to a renewal of prosperity and goodwill when the bad blood begotten of racial and class hatred has been dispersed. If Great Britain is to have any beneficent result from her enormous sacrifices in the war, her people must bow to discipline, and if discipline is to be maintained there must be reborn a respect for Law and Order. No small section of the community should be put into a position to paralyse the resources of the nation by striking in order to air their own