

**THE PRUDENTIAL "STRIKE."**

With reference to the recent ill-advised action of some of the representatives of the Prudential of Newark in "striking," Mr. Edward Gray, vice-president, has sent the following interesting letter to the Company's superintendents, indicating that neither the interests of the Company or those of its policyholders have been unduly prejudiced by this foolish action:—

We have received from agents in some parts of the field letters and anonymous communications that were sent to them by former employees of the company, who obtained the names from the lists in The Weekly Record. We feel that our field staff at large should know the facts.

A few agitators, influenced by personal motives, recently began systematically to defame the company and its methods, apparently in the hope of unsettling the confidence of the policyholders in their company and in the value of their policies. The same individuals then demanded a conference and threatened a nation-wide strike if this were not granted.

The original few had, in the meantime, increased the number of active agitators to about sixty. These agents neglected their duties and devoted a

large part of their time to arranging for and addressing meetings, writing letters and traveling from district to district to incite others to do likewise. Those who had been thus active in seeking to unsettle the confidence of the policyholders and to create dissatisfaction among the field staff were dismissed. A number of agents in the districts affected laid down their books, confident, from what they had been told by the agitators, that the company would thereupon reinstate those who had been discontinued. There were others who, intimidated by threats of bodily harm, gave but partial attention to their duties. These disaffections were confined to a few districts in New York City and its vicinity, and existed, to a small extent, in Philadelphia and one other district in eastern Pennsylvania. Those who were dismissed from the service, those who in misguided sympathy refused to work and voluntarily terminated their services, and those who were coerced by threats of violence, represent in the aggregate a very small percentage of the agency force in the sections affected.

Policyholders' interests have been amply protected. Capable, energetic men are being introduced on the debits, and affairs are rapidly assuming normal conditions.

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