

ance, inasmuch as the companies will not grant any form of life insurance to those who are known to be engaged in them. These, however, are not very numerous, and the liberal tendencies of the companies are gradually reducing them in number. Some who are engaged in even the most hazardous occupations that are ordinarily regarded as uninsurable may, in rare and exceptional cases, secure the valuable protection of a life insurance policy, by the payment of a large "extra" premium calculated to cover the extra hazard to which they are subject.

Generally speaking, it may be said that the usually non-insurable occupations are embraced in the following list, viz.:—aeronauts; sub-marine divers; acrobats; fire-tenders; saloon-keepers, brewers and distillers—unless of exemplary habits as to the use of intoxicating liquors; the employees in gunpowder, dynamite or nitro-glycerine factories; ax-grinders; professional baseball players; buzz sawyers; workers in celluloid; cutlery grinders; file grinders; hod-carriers; horse trainers; knot sawyers; railroad switchmen and those engaged in railroad "yard" work; construction train laborers; wrecking train laborers; well diggers; and the employees in zinc works.

Even on the above list of extra hazardous occupations, which are absolutely refused by the majority of the life insurance companies, there are a very few companies who will grant short term endowments. Therefore, these companies believe that the large element of "self-insurance" contained in a ten year or even fifteen-year endowment is sufficient safeguard to the assumption of the evidently exceptionally severe hazard. There is a very much larger list of occupations against which the vast majority of the life insurance companies *always discriminate*, and will never accept on the ordinary and cheaper plans, but may be induced to assume on limited payment life, and on ten, fifteen or twenty year endowment policies. A paper treating of this particular subject was recently read at the World's Fair Auxiliary Congress in Chicago, and among the several deductions drawn from a careful consideration of the risks of occupations were the following, which we take the liberty of quoting:

"That anyone engaged in any way in the sale or manufacture of intoxicating drinks should be regarded with the gravest suspicion, and only accepted when the habits are unqualifiedly good, and the age of the applicant creates a reasonable assumption that he has passed beyond the period of severest temptation."

"That intelligence and education exercise a very great influence upon the fatal tendencies of most of the occupations usually considered peculiarly hazardous;" and "That a vast majority of the occupations *always discriminated* against, and frequently *rejected*, may with perfect safety be written upon the ordinary plans."

An improved envelope is about being introduced, which may be called a self-opener, as it needs no knife or scissors to get at the contents. There are one billion five hundred millions of envelopes used in Canada every year.

THE BEGINNING OF THE END OF ASSESSMENTISM.

Time is a convincing teacher when precept and argument, however sound, often fail. Actual demonstration by experience cannot well be gainsaid. For nearly a score of years the legitimate insurance press, and notably for much of that time the INSURANCE AND FINANCE CHRONICLE, has printed "line upon line and precept upon precept," backed by argument based upon scientific data, designed to expose the fallacy of the assessment or pay-as-you-go system of life insurance, and yet thousands of people have persisted in giving the specious makeshift their confidence. With growing certainty and mathematical accuracy time has demonstrated, however, the absolute soundness of the level premium system and the unreliability and fallacy of the assessment scheme. It has repeatedly been pointed out that the laws governing mortality are absolute, and can neither be evaded nor set aside by human ingenuity. A thousand men associated so as to receive a thousand dollars each at death must contribute to the common fund enough money to somehow make up the thousand dollars paid to each, together with current expenses. Money for life insurance payments does not come from some invisible gold mine nor rain down from the skies, and, hence, as the mortality rate of the thousandmen increases with increasing age, either the accumulations from the over-payments of a level premium in the early years, when mortality is low, must meet the later high death rate, or an increasing assessment from year to year must be levied to meet it. Led to believe, as most members of the co-operative scheme have been, that the moderate payments required in the early years of membership represent the future payments required, they find instead an annually increasing burden, until by the time the average age reaches fifty or sixty years that burden is simply unupportable, to say nothing here of the constant selection against the company going on by the dropping out of the younger and healthier lives.

As had been foretold, the experience which time brings has slowly but surely forced upon the managers of the best specimens of the assessment system the conviction that the advocates of the level premium system were right and that they were wrong, and of late there has been a marked movement all along the line to revise old plans and substitute for them those which will result in the accumulation of a *reserve fund*, to be used as an equalizer in the payments required to meet future losses. Though inadequate and imperfect, this forward movement concedes the soundness of the level premium reserve system, and is hopeful chiefly for the promise it brings of eventual adoption of the true system in its entirety. The observant managers of the pay-as-you-go system have not been blind to the experience which past years have brought, and seeing in the case of the United Brethren Mutual of Pennsylvania, which has for twenty-three years adhered to the old Simon-pure assessment plan, that already there the average mortuary cost per thousand of the mean amount of insurance in force reaches over *sixty-five dollars*, and that numerous other associations have