PROTECTING BENEFICIARY'S RIGHTS IN CORPORATION INSURANCE.

In corporation insurance, as contrasted to insurance in favor of individuals, the position of the insured and the beneficiary is practically reversed. In the one the beneficiary (the corporation) pays the premiums and is at all times the real party in interest; in the other the insured (the individual) pays the premiums and usually retains for himself the full control of the policy.

This important distinction must at all times be kept in mind by the agent when filling out applications for policies of corporation insurance. Since the corporation pays the premiums it, rather than the insured, naturally should receive all dividends on the policy. Again, the corporatiou should be privileged to negotiate loans on the policy without the requirement that the insured join in or consent to them. The corporation, too, must be protected against the insured; that is, the options must be reserved to the corporation so that the insured will find it impossible to surrender the policy and collect the cash value for his own purposes.

Unless contrary to the laws or insurance department requirements of any particular state, the Company will, when specifically requested in writing in the application, so modify the regular policy forms that these rights of the corporation will be fully protected. For purposes of illustration we quote the following from a corporation insurance policy recently written:

"It is mutually understood and agreed between all parties in interest herein that the beneficiary (here the name of the corporation is inserted), herein mentioned, shall have the sole power without consent of the Insured to obtain all benefits and exercise all Options conferred by the clauses entitled 'Participation,' 'Loans' and 'Options on Surrender or Lapse.'"

If a clause such as the one given in the preceding paragraph is desired by the agent we suggest that he copy the identical language as above given in completing the beneficiary clause in the application. —*Mutual Life of N. Y.*

ENGLISH AS SHE IS WROTE.

A manager received the following, which is a copy of a reply to a query from a local agent in eastern Kentucky asking the assured for more details of his claim:

June the 12, 1917.

Mr. Win p Bowman

Dear sir I had a talk with Mr. Bonhife he sed five dollars that is as cheap as I can get it done the

mettle	1.50
to get the mettle	2.00
time pooting on	1.00
the resk of falling off	.50
the skare off falling	.50

(signed) Cass Cook.

The U. S. Federal Courts have dismissed the petition for a receivership for the Royal Arcanum. The petition is disallowed because no Federal question is involved, and therefore the United States courts have no jurisdiction. The courts did not decide upon the merits of the petition at all, so that the question of solvency did not arise.

INCREASED PRODUCTION IN EASTERN CANADA.

The quality of far-seeing statesmanship which marks the Canadian Pacific Railway's administration is seen in a new handbook issued by the Colonisation and Immigration Department, of improved farms in Eastern Canada.

Realizing the need of greater agricultural production if serious food shortage is to be avoided, the Company decided, at the beginning of the year, to broaden out its colonisation activities, to include not only the settlement of its own lands in the Western provinces but the settlement of all farms lying idle for want of a settler in all sections of the Dominion. To this end, a new Department of Colonisation and Development was organized and an aggressive campaign has been inaugurated to try and secure settlers for the many vacant and non-producing farms in both Eastern and Western Canada. The present publication, a large edition of which is being widely distributed, should constitute a most effective means of drawing attention to the many fine farms open for settlement in Eastern Canada.

GETTING RID OF FIRE INSURANCE "DEADHEADS."

One effect of the anti-discrimination laws now in force in various of the States of the Union is to make it illegal for an agent to mark off a binder under a fire insurance contract without collecting any premium for the time the binder has been in force. This effect was not apparently foreseen, but it is none the less welcome to fire companies which have sustained a serious loss through failure of agents to collect. "The loss they have thus sustained, and the unfairness of this free insurance practice, are not realized by property owners generally," remarks the Boston *Standard*, "because in many cases the period of coverage is comparatively short and the premium would be only a trifling amount. But the aggregate of such trifling amounts is annually a large sum, and is the offset to the numerous claims paid under binders".

"FIREPROOF" BUILDINGS BURN.

The fallibility of concrete construction has just been brought forcibly to the editor's mind through the burning of such a building in the town in which he resides. A prominent manufacturer holding residence in that town erected a $75,000 concrete building for office and executive purposes. It was modern construction and "considered practically fireproof." He decided to get along without insurance.

The building was not under fire protection, and this week a fire, apparently originating in the heating apparatus in the basement, spread so rapidly through the interior wooden construction that, in a very short time, the entire building was completely gutted. Only the walls stand and they are seriously damaged.

This shows that modern construction has not eliminated the need of insurance. Paste this in your hat, or use as an advertisement in getting "increased insurance."—*American Agency Bulletin.*

More than 135,000 applicants for insurance in the United States in 1916 were found to be risks which the companies rejected on physical grounds.