

## American Insurance Invades Europe

### Agressive Campaign for Direct Fire Business.

It has been determined definitely that members of the American Foreign Insurance Association in their activities abroad will not re-insure foreign world-wide operating companies but will confine their activities in this connection to locally operating companies in the several countries and to each other, of course, says The Policyholder. The contract made by the Niagara with the Royal Exchange covering foreign business, brought up the whole question of the best policy to pursue and the agreement not to re-insure was finally determined upon by unanimous vote. This will mean ultimately the termination of the Niagara's arrangement with the Royal Exchange.

When the National of Hartford completes entry of Europe's leading countries for direct business — acting of course for the American Foreign Insurance Association — the greatest vaulting of international fences yet attempted by American fire insurance companies will have been accomplished. Positive announcement that the National is arranging for a business invasion of England, France and other continental countries has been made.

Just what countries offer the most favourable opportunities for expansion of the National's operations and for what classes, is being investigated at the present time by Vice-president George H. Tryon, who is making an extended survey of insurance conditions in England, Holland, Denmark, Norway, Sweden and France. The extent of the European plant which the National will establish on behalf of the American Foreign Insurance Association will depend largely upon recommendations made by Mr. Tryon upon his return.

Although a large number of American companies particularly the marine writing companies, have had offices in London, Liverpool and various European cities for many years, no aggressive solicitation of business has been engaged in. Principally these offices have handled funds which the marine writing companies have been compelled to place on deposit for the settlement of marine losses.

The Hartford Fire, the Globe and Rutgers, and the St. Paul Fire and Marine are licensed to transact both fire and marine business in England and France but always have found it difficult to get direct business. The Firemans Fund, the Insurance Company of North America, and others of the larger American companies, also have offices in England but never have been very successful in the prosecution of their business aspirations except in the marine branch. There is, of course, certain classes of direct fire business that American companies can get in European countries but it is not of such a character as appeals to them. Doubtless they could secure a certain volume by cutting rates but this is not in accord with the policy they have set out for themselves.

As a matter of fact no American companies are transacting any substantial fire business in Europe at the present time, with the exception that the European Foreign Insurance Association recently opened offices in Constantinople, Turkey. This step was taken upon recommendation of DeWitt Gallagher, formerly of Charleston, who was sent on a scouting tour of Mediterranean countries several months ago by the A.F.I.A. It was intended at the time of Gallagher's departure that he would confine his activities to an investigation of conditions in the various countries visited. When he learned in Constantinople, however, that the A.F.I.A. could enter Turkey, with a minimum of difficulty and with fair prospects for the transaction of a profitable business, he forwarded a recommendation as a result of which appointments were made in Constantinople some time ago.

### WINS CLAIM AGAINST INSURANCE CO.

Policyholder Was Killed Three Weeks After Requesting that his Policy be Cancelled.

An important ruling on insurance contracts was given by Mr. Justice Surveyer in the Superior Court at Montreal, last week, when His Lordship maintained a claim of Dame E. G. Lomax, widow of George William Stewart, of Smith Falls, Ont., in his lifetime a car repairer in the employ of the Canadian Pacific Railway Company, and condemned the Globe Indemnity of Canada to pay her \$1,000, which the court found was due on an accident insurance policy held by her husband from the company defendant.

Stewart, on May 5, 1919, wrote to the company instructing them to cancel his \$1,000 accident insurance policy. On May 27 following he was killed at Echo Lake as a result of an accident. Two days afterwards the company addressed a letter to his late address purporting to acknowledge his letter of May 5, agreeing to his request to cancel the policy and enclosing \$2.71 as the unearned premium on the policy.

The widow claimed the company was liable to pay her \$1,000 as specified on the policy, but the company, in contesting the claim, submitted that the receipt of Stewart's letter of May 5 ipso facto cancelled the policy sued upon, under the conditions of No. 10 of the standard terms and provisions of the policy.

In dismissing this plea of the defence, Mr. Justice Surveyer said the proof adduced showed that the company defendant had not cancelled Stewart's policy upon receipt of his letter asking them to cancel it, but instead had written him asking him to reconsider his decision, and as a matter of fact Stewart did not return the policy for cancellation. The plaintiff's statement made under oath at the trial, that her husband had decided, on the strength of the letter from the company offering to extend delays for payments, not to press his request for cancellation, is amply corroborated, such being the case, Stewart did not attempt to insure himself elsewhere, relying for indemnity upon the policy already issued to him.

The court ruled that the company was liable, and condemned it to pay plaintiff \$1,000 sued for, with interest and costs.

### INSURANCE IN EXPORT TRADE Credit Men's Difficulty in Obtaining Data As to Adequate Coverage.

The current issue of the "Credit Monthly", published by the National Association of Credit Men, contains an interesting article on "Insurance in Export Trade," by Benjamin B. Tregoe, manager of the foreign credit department of the association.

A questionnaire directed to a number of exporting members of the United States National Association of Credit Men brought forth the interesting fact that every export department addressed appreciated that the question of insurance was one of extreme importance as a factor upon which to base the extension of credit, but all admitted this item had been given very little, if any, attention. Virtually every one questioned was emphatic in the statement that if it was known that one of their foreign customers did not carry adequate insurance, credit would be refused.

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