

not satisfactory to them, then the interests of the employers and the state will have to suffer." It is not the part of one who is interested in the whole people—who is interested in such a subject as workingmen's compensation and in the general subject of social insurance as a citizen—it is none of his business to spend his entire time looking out for the interests of the employers if they do not look out for their own interests. And that is exactly what has happened in the State of New York. They have not looked out for their own interests. They have not even tried to look out for their own interests. They have been represented at Albany, when at all, by very small, or by no groups at all—merely by one individual employer, and he not infrequently—and no doubt most frequently—there solely because on the other end of the telephone wire was a live insurance manager who urged him to go. Under such conditions as these individual employers were the only representatives before the New York Legislature—where there was one bill drawn directly in the interests of the casual insurance companies and one drawn directly in the interests, and largely mistakenly, but directly for and in the interests of, the labor organizations of the state. There was no effective representative at any time of the interests of the employers of the State of New York; and that is the reason why the bill which was adopted in New York left the door open to employers to elect either to be insured in the State Fund or in the stock insurance company or in the mutual insurance company or to carry their own insurance if they can convince the Commission that their financial position is such that the Commission would be warranted in permitting them to do it. In every one of those cases, however, the State assumes the responsibility of the adjustment of every claim and assumes the responsibility of collecting the money from the insurance company or the employer and pays the claim with the money so collected. I do not need to say, as most of you are aware, that the system is an awkward, expensive, intricate system at best.

Now, let me point out one thing that introduces—it introduces as a necessary element to this proposition—the agent. The agent has absorbed upon the average from twenty-five per cent. to thirty per cent. of all the money which you employers have paid. He is not necessary any more than the ambulance chasing lawyer will be necessary under the plan Sir William Meredith has wisely put before you. But the moment you introduce this exceedingly attractive, almost seductive proposition, that each employer should be permitted to select the particular method that he thinks will be wisest and most efficient and best, just that minute you make the agent an absolute necessity and you will pay him anywhere from twenty to twenty-five per cent. of all the money you draw your cheque for for the beneficent kindness which he exhibits in making up your mind for you. (Laughter). Now, they did such a thing as that