SIDELIGHTS ON ADJUSTMENTS

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low in his footsteps matrimonially. I happen to be Mr. Durand's successor in office and I think it is something of a coincidence that it was in the same year that he became general adjuster of the Home, that I first made my appearance upon this terrestrial ball.

Several years ago, a prominent adjuster, one of the bright lights of the Western galaxy, had a loss on a brick building for a Quaker in a city in the Middle West. The policy was for $800 and contained the 80 per cent. coinsurance clause. It was evident that the damage would not amount to 50 per cent. of the value and that the assured would be a heavy coinsurer. The adjuster accordingly told him to select some first-class builder in whom he had perfect confidence and have him make an estimate of the sound value of the building, and also the cost of making repairs. In the course of a few hours, the builder handed in his report, showing the sound value to be $2,000 and the damage to be $800. It should be stated that the building belonged to an estate which was represented by the executors and that the heirs were present watching the proceedings.

It is not the most pleasant task to inform a claimant that he must stand one-half of the loss himself, but the versatile adjuster was equal to the occasion and he addressed the assured as follows: 'The policy you hold in the ——— insurance company in one respect resembles Holy Writ, in that it contains many promises, but these promises are subject to conditions; that is to say, if you comply with the conditions, you can realize on the promises, but if on the contrary, you do not comply with the conditions you can not expect to realize on the promises. You know the Bible says that if you lead a good life, obey the commandments and live up to the precepts contained in the Good Book, you will go to Heaven when you die, but if you don't —well, you are liable to go somewhere else. It is the same with this policy of insurance; it also contains promises, but these, too, are based upon conditions and if you comply fully with the conditions, you can collect the full amount of your loss in event of fire, otherwise you can not. Now, this policy contains the 80 per cent coinsurance clause, which requires you to carry insurance equal to 80 per cent. of the actual cash value of the building, and in event of your failure so to do, you become a coinsurer to the extent of the deficiency, and as such, you must stand a portion of the loss yourself. Your friend, the builder, reports the sound value to be $2,000, hence, you should have carried $1,600 insurance and you only carried $800, so that you will have to stand one-half of the loss, or $400 yourself, and the company is liable only for the other $400."

Having delivered this discourse, the adjuster anxiously awaited its effect upon his audience. The executor, who was a little fellow with a high pitched voice, said, "Well, if you say that is all we can get, I suppose that settles it, but stranger, I want to tell you one thing, and that is, I don't care about going to Heaven on the coinsurance plan, for I am afraid, after I get there I wouldn't get much."

The heirs were so well pleased with this sally on the part of their representative at the expense of the adjuster, that they gracefully accepted the settlement, and the adjuster went on his way rejoicing, well pleased with the result that his sermon had produced.

Although all enterprising insurance companies, agents and brokers make a practice of notifying their customers of the expiration of their policies, they are under no obligation so to do, hence the insured should not only keep careful watch over his expirations but he should see that his insurance is renewed several days before the policies expire, which fact was strikingly illustrated in a case growing out of the San Francisco conflagration.

One would imagine that a conflagration covering an area of about four square miles, or over five hundred city blocks, which destroyed twenty-five thousand buildings and property valued at about two hundred and fifty million dollars, involving over one hundred thousand policies of fire insurance, would be replete with interesting incidents, but strange as it may seem, there was only one case of extraordinary interest where any considerable amount was involved, and I relate it because it bears on the question under consideration.

Mr. X was the owner of a mansion on one of the principal avenues in the city. There was $260,000 insurance on the building and $160,000 insurance on the contents, which had been placed by a prominent broker, who, for years, had attended to the personal and corporate interests of the assured. During the life of the policies, which were issued for the term of three years, the assured presented the dwelling and contents to his wife, Mrs. X, and the broker attended to securing consent to the transfer of the insurance. Of this $420,000 insurance, policies aggregating $390,000, expired at noon April 19, 1906, and in keeping with the uniform practice, the enterprising broker had the insurance renewed in anticipation of its being desired by the assured. In the meantime, however, the assured's son has established a real estate office with the insurance attachment, and, so the rumor went, it was the intention to have all the family's insurance, both personal and corporate, looked after by the son. During the afternoon of April