

FIRE INSURANCE SPECIALISTS.

All real progress has been made by those who have devoted themselves to a speciality. This is true of every science and department of learning. For progress in underwriting, we are equally indebted to specialists. In the never-ending variety and intricacies of the business of fire insurance to which so many have devoted the best part of their lives, the most successful men are the specialists in the field which they have most assiduously and profitably cultivated. Many instances might be quoted in which specialists have subjected a particular class of risk to their microscopic examination with so much success, as to give a fuller and clearer view than was ever before obtained of its peculiar quality and degree of hazard, thus affording observing and progressive underwriters an insight into vital points of their business, worth to them many thousands of dollars, by reason of the escapes such light enables them to effect from losses which their companies would otherwise sustain.

Many classes of risks are not at all stationary as to quality and hazard. They may be growing better or growing worse. They are all susceptible of improvement. The specialist ever on the watch, notes every change taking place in his particular line. He can assign the true reason for it, and give the suggestion and clue they need on the points in question. Every item of information of this kind becomes as soon as it is obtained an important and available acquisition, and factor in the business. Wise, safe and profitable underwriting is made up of these special contributions to its fund of knowledge.

New classes of risks need of course the most intelligent and particular attention. They are sometimes handled blindly until experience and observation have brought to light their peculiar and destructive features. They must be made a specialty with some keenly observant underwriter, who will note all their phenomena, and carefully and correctly draw the deductions from the general experience and his own observations, necessary to bring novelties within the pale and operation of true underwriting, for insurance effected without the light of experience and true

knowledge, is merely crude experiment, and gambling venture, and wholly wanting in those elements and data of truth and certainty, which render underwriting a practical and genuine science.

PERSONALS.

Mr. F. H. Russell, general manager for Canada Railway Passenger Assurance Company, spent a few days in Montreal this week.

Mr. E. W. Baldwin, manager for Canada Continental Insurance Company, has left for a business trip to the coast.

ESTABLISHED 1873

THE

Standard Bank

of CANADA

Head Office, TORONTO**TRUST FUNDS**

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E. C. GREEN, Manager

LLOYDS BANK LIMITED, 71, LOMBARD ST., LONDON, E.C. 3.

HEAD OFFICE:



		(£5 = \$1.)
CAPITAL SUBSCRIBED	- - -	\$156,521,000
CAPITAL PAID UP	- - -	25,043,360
RESERVE FUND	- - -	20,000,000
DEPOSITS, &c.	(December, 1917)	873,489,725
ADVANCES, &c.	do.	307,333,545

THIS BANK HAS NEARLY 900 OFFICES IN ENGLAND & WALES.
Colonial and Foreign Department: 17, CORNHILL, LONDON, E.C. 3. London Agency of the Imperial Bank of Canada.
The Agency of Foreign and Colonial Banks is undertaken.

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