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THE FACT THAT he is a benefactor to his fellows, whatever may be the condition of his cash account, ought to afford a good deal of solid satisfaction to every life insurance agent. Every man upon whom the agent prevails to insure his life is debtor to that agent for a distinct benefit conferred either upon himself or upon those dependent upon him. In thousands of cases the persuasive arguments of the agent have turned into daily bread and welcome shelter in after years to otherwise hungry and homeless ones, or to comfortable provision for himself to the man who yielded to the persuasion. Occasionally this fact is appreciated and the agent regarded with grateful remembrance, but very rarely, we think, does the remembrance take the substantial form recorded by an Austrian journal, the *Revue*, of a gentleman of some means who was reluctantly persuaded to take out a policy for \$7,500, and who afterward, in gratitude therefor, remembered the agent in his will to the extent of \$250. We venture to believe that evidence of the spirit which prompted the gift afforded quite as much satisfaction to the agent as the value of the gift itself.

AMONG THE NUMEROUS bills introduced into the New York legislature recently is one prohibiting the trustees, directors, officers, clerks and agents of mutual life, or assessment and casualty insurance companies and associations from controlling, holding or voting proxies of members on any occasion. A member may represent his fellow members by the use of proxies, limited in their use to the meeting for which they are granted, but only to the amount of \$100,000 of insurance held by the persons whose proxies are thus used. What may be the fate of this bill is of course problematical, but the reform at which it aims is evidently a much needed one. The best means of bringing about

the reform with safety to all the interests involved is not so easy to determine. Granted a corps of honest and capable officers, it is well that they have the means of perpetuating the management, but when corruption or inefficiency holds the reins there is practically no way of bringing about a change, for it is well known that the officers of mutual companies hold perpetual control of enough proxies to re-elect themselves. How to avoid the Scylla of bad management on the one hand, and the Charybdis of a raid by a few ambitious members on a good management on the other hand is a vexed question.

WITH REFERENCE TO the contemplated readjustment of rates and conditions governing the insurance of cotton mill risks in England, referred to in our last issue, some additional information has been furnished by the manager of a prominent English company. Some five or six years ago the tariff then in force was abolished, and owing to the competition of certain offices not members of the Fire Offices Committee it has not since been found possible to secure an agreement on the cotton mill business. Now, however, owing to the extinction of one of the companies referred to and to some of the others having joined the F. O. C., the subject has received consideration, and it is believed that a cotton mill tariff will be established. Notwithstanding that the business as a whole has been very unprofitable, most of the English companies have competed for this class of risks at altogether inadequate rates. Though the business has been somewhat revolutionized by the introduction of automatic sprinklers, there have been one or two disastrous fires in mills completely fitted up with these sprinklers. These fires occurred from exceptional causes, but their occurrence will doubtless affect the judgment of many offices in regard to the hazard of these risks, and the general opinion seems to be in favor of a tariff.

AN IMPORTANT MEETING has lately been held at Cleveland, Ohio, made up of delegates from the National Board of Fire Underwriters and the National Associations, respectively, of Architects, Builders and Fire Engineers. The object of the convention was to discuss the best methods of construction for buildings, and to formulate a code of general building laws with