

INTERESTING SUIT REGARDING REBATE.

A suit involving a rebate, brought by the Aetna Life of Hartford recently in Philadelphia is of considerable interest to insurance men, particularly as the verdict in favor of the Company is said to be the first of its kind in the United States.

The facts as alleged by the company were as follows:—In December, 1912, the Aetna Life issued several policies aggregating about \$20,000 on the life of Harry E. Clark, of Philadelphia and Glen Campbell, Pa., through a Philadelphia agent. Not receiving settlement for the premium in due course, the Company made an investigation and discovered, it is alleged, that the agent had allowed Mr. Clark a rebate of forty per cent. of the premium and had neglected to turn over to the Company the remaining sixty per cent., which Mr. Clark claimed he had paid to the agent. The Company, thereupon entered a suit against the policyholder for the full amount of the premium. Mr. Clark, in his affidavit of defence admitted practically all the facts alleged in the Company's statement of claim, but maintained that he had made an agreement with the agent that a second agent, who was indebted to him should receive the commission of 40 per cent. and that he (Clark) applied the commission in settlement of the indebtedness.

At the trial proof was offered that the second agent was not a licensed agent of the Company and the judge thereupon directed a verdict in favor of the Aetna for the amount of the rebate with costs.

CASUALTY INSURANCE BY MAIL.

A sanguine Philadelphian is attempting to organize a mail order casualty company. He may succeed, and probably will, in organizing the company, but not in making it a success, since experience all the world over has shown that no insurance company can build up any considerable volume of business without the aid of agents. The Massachusetts Savings Bank Insurance League tried the experiment and—well now it is employing agents. The Postal Life, which is trying the plan, and has found it desirable to supplement the plan by reinsuring moribund concerns, last year achieved the distinction of having less business on its books at the end of the year than at the beginning. The old Equitable Life of England, which has been writing life insurance over the counter for above a hundred and fifty years, writes less business a year than any fair-sized American agency. And the chances of success for a casualty company transacting business without agents are far less than those for a life company. Nearly every man at some time or other feels an imperative need for life insurance, even though he remains uninsured. The number of men who feel the same need for accident insurance is certainly smaller. And accident insurance is about the only kind a mail order company would have much chance of writing. The Philadelphians who invest their money in the stock of this proposed mail order concern will wish they hadn't.—*Boston Standard*.

It is stated as a fact that when the alarm for a church fire at Terre Haute, Indiana, on April 1, was turned in, the fire department took no notice of it, thinking the alarm an April fool joke. The church was burned to the ground.

THE LATE MR. COLIN CHAPPELL.

The late Mr. Colin Chappell, younger son of Mr. George Chappell, general manager of the Royal Insurance Company of Liverpool, England, whose death in France we chronicled recently, was only in his 27th year. Engaged in a financial office in Liverpool, for a year prior to the outbreak of war he had suffered from an unfortunate throat affection, which necessitated surgical treatment, but obtaining the consent of his medical advisers, he eventually enlisted in the 6th Liverpool Regiment. Some years previously he had held a commission in the 5th Battalion of the same regiment and had the opportunity again of taking up a commission there. But he preferred to remain in the ranks as giving an earlier opportunity for service. He left with his regiment for the front on the 24th February, and had on several occasions seen service in the trenches. The advices received as to the circumstances under which he met his death show that at the moment when he was shot through the head by a sniper he was going to the assistance of a wounded comrade who had fallen in the trench. Only the day prior to his death he had performed an act of gallantry in assisting in the rescue of a wounded man of the Dorset regiment who was lying in front of the trenches.

FULLER PROTECTION DESIRABLE.

Trust funds, when invested in real estate or in mortgages thereon, should be protected in every way possible in order to secure the safety of the principal and the regular continuance of the income to the beneficiaries of the trust. The general statement would apply, but from a more selfish and personal viewpoint, in the case of real property owned and mortgages held by individuals for their own benefit. Few property owners or trustees fail to avail of the protection given by fire insurance, but there are many who do not utilize that afforded by tornado insurance, and rent (or use and occupancy) insurance.

No part of the country can be considered immune from the ravages of windstorms, and the destruction of a building by a tornado, unless the damage is covered by insurance, causes the loss of its value to the owner, and possibly inflicts loss on the mortgagee.

Similarly the loss of rent, or of the use of property, causes a reduction of income, or conceivably, a net outgo, to the damage of the owner or beneficiary; and this contingency should be provided against by means of insurance.

There are innumerable opportunities for insurance agents and brokers to increase their own incomes, while doing their clients a valuable service, by pressing these varieties of insurance upon the attention of those who have not yet availed of them, and who may even be unaware of their existence.—*N. Y. Spectator*.

CAUSE AND EFFECT?

A Saskatoon news item says:—Since the recent announcement of the Provincial Government to the effect that all hotel bars would be closed on 1st July, 1915, without any indemnity to their owners, four hotels in different sections of Saskatchewan have been totally destroyed by fire—three of them within forty-eight hours.