

Mr. A. W. Wamsley (Royal Exchange) Addresses Casualty Managers on High Acquisition Costs

Mr. A. W. Wamsley, manager of the Accident department of the Royal Exchange Assurance arrived in Montreal last week from England, and addressed a meeting of casualty managers on the 22nd instant, specially convened for the occasion, his subject being the acquisition costs in casualty business.

At the outset, Mr. Wamsley informed the meeting, that before coming to Canada, he had been requested by some of the British managers, to express their views as well as his own, on the present acquisition costs of casualty business in Canada, which in his opinion were entirely too high. He stated that any steps taken to bring about a reduction of expenses in the acquiring of business, would receive the support of managers in Great Britain.

While Mr. Wamsley was listened to with a great deal of attention, it would seem impossible for either Mr. Wamsley, or any other British manager, to fully appreciate the difference in the system of production unless considerable personal experience was had in the two systems.

In the old country there are few professional insurance producers, whereas the American system is followed in Canada, and offices are maintained by agents and brokers, whose entire business is that of the development of Insurance premiums. Many of the general agencies, and large brokerage offices at a very heavy expense maintain inspectors and solicitors, and develop lines which are profitable to their companies, and upon which but a nominal commission is paid, and produce premiums, which companies unassisted by these agencies would not otherwise receive.

Fire Losses in Ontario for September

Mr. E. P. Heaton, Fire Marshal, Ontario, reports that the chief cause of fires during September in that Province was lightning which was responsible for no less than 175 fires aggregating \$171,365.

The chief classes from which the September fires came were:—Farm barns 162 fires, loss \$299,222. Dwellings 390 fires, loss \$178,723. Mercantile stores 78 fires, loss \$110,175. Manufacturing plant 39 fires, loss \$129,062.

Loss for 9 months of 1920 compared with the corresponding period of 1919.

	1920	1919
No of fires	7052	7251
Aggregate loss. . .	\$8,263,094	\$8,284,419
Insurance loss. . .	5,947,167	5,439,784
Loss not covered by		
Insurance. . . .	2,315,927	2,844,635

Merchants Marine Insurance Co., Limited To Enter Canada for Fire Business

The Merchants Marine Insurance Company, Limited of London, England, will enter Canada in the near future for transaction of fire Insurance.

The Merchants Marine is one of the subsidiaries of the Employers' Liability Assurance Corporation, Limited, and is now in its 50th year, having been founded in 1871. It has total Assets of about \$7,000,000, and an annual premium income of \$2,500,000.

DINNER TO MR. GEORGE CHAPPELL BY COMPANY OFFICIALS

On the 21st instant at the Plaza Hotel, New York, a dinner was given to Mr. George Chappell, General Manager of the Royal Insurance Company, by officers of the Royal, the Royal Indemnity, the Queen, and Newark Fire, and the British & Foreign Marine, five of the companies in the Royal group. About thirty officers and managers of departments were present.

Walter Carter, United States general attorney of the Royal, presided, and speeches were made by George W. Law, manager of the Western department of the Royal, Mr. Chappell and Frederick W. Day, manager of the New York department. After the speaking A. R. Monroe, president of the Newark Fire, presided at the piano and the whole party sang old favorite songs. In addition to the New York and Newark men present were Rolla V. Walt, manager of the Pacific Coast department; Milton Dargan, manager of the Southern department, and Mr. Law.

Mr. Chappell who has been visiting the United States and Canada for past few weeks sailed for home on the 23rd instant. He was accompanied by Mr. Holland, President of the Royal Indemnity and Mr. Carter. The latter gentlemen expect to return from England in about six weeks.

STATE ASSURANCE CO. OF LIVERPOOL

Mr. John H. Vreeland, recently appointed manager for the United States and Canada of the Scottish Union, has also been appointed manager for the State Assurance Co. of Liverpool, for the United States in succession to the late J. H. Brewster who was manager of both Companies at Hartford for many years.

Mr. Albert H. Heal, general manager of the State Assurance, has placed with the United States trustees a large block of government securities, a remittance from the general funds of his company, which will be added to the working funds of the United States branch.

This transaction is intended to provide further for reserves and surplus, which will be made necessary by a more aggressive policy contemplated by the new management.