

TWISTING.

Life insurance of the real kind differs from all other forms of insurance in that it is not—or should not be—a temporary, short-term arrangement. Most life insurance contracts contemplate an agreement running at least through twenty years and actually terminating only with the life of the buyer and the payment of the claim; and the calculation of the terms of purchase is based upon the assumption that either death or the completion of an assumed number of payments shall be the only causes releasing the buyer from the further obligation to make the payments calculated upon.

If a man was fortunate enough to buy a valuable dwelling for his own occupancy for \$50,000, under an agreement that he would pay \$2,500 per year for twenty years and no interest on the unpaid portion of the purchase price at any time, but, on the contrary, would have his payments improved at compound interest, as applicable to the satisfaction of his debt, and a complete satisfaction of the debt in the event of his death before the total payments had been made, he would be so overjoyed that he would allow no one and no consideration, that he could avoid, to interfere with his contract. Such a contract would undoubtedly stipulate a forfeiture of previous payments in case of any default in the payment of the annual installment. Let us imagine, however, that the easy-going seller stipulated that there should not be an entire forfeiture, but only a certain portion, of the previous payments. Such an arrangement would be beyond the wildest imaginings of any home buyer.

AN OBVIOUS FOLLY.

After a few years, along comes a real estate agent who wants to sell this man another similar dwelling for his own occupancy, upon somewhat similar terms, and suggests default in the previous contract in order to enter upon the new one proposed. How many men, not fools, would, under such circumstances, listen to such a suggestion, which they would at once perceive involved a forfeiture of time and money and an extension of the time of their obligation to continue annual payments, without any particular advantage to them in doing so? The only advantage would accrue to the agent in the form of commission on the sale and that would be the sole purpose of the suggestion and the man to whom such a suggestion were made would at once see this.

The man who takes out a life insurance policy for \$50,000 is buying an estate of that actual and permanent value, to be paid for as above imagined in the case of the house buying; and it is an arrangement even more advantageous to the buyer. The agent who tries to "twist" this arrangement is doing just as the imagined real estate agent, only he is doing a worse thing.—*The Surveyor*.

SOMETHING LIKE AN AGENCY.

The Edward A. Woods agency of the Equitable Life at Pittsburgh, Pa., has a premium income for the current year of \$4,302,718, increased from \$10,529 in 1880, and insurance in force of \$126,117,395 increased from \$207,600 in 1880. The new paid business this year is \$12,125,559 and the number of policies in force 61,161. It is stated that of 250 old line life insurance companies, 227 do a smaller business than is done by the Woods agency in its own field.

PENNIES AND POLICIES.

An old proverb might be paraphrased by saying "Take care of the pennies and the premiums will take care of themselves." Many men give no thought to the daily expenditure of a few cents each for shoe shines, shaves, cigars, carfare, newspapers, petty fees and so on which, by the month, amount to considerable. Many a man of very moderate means and who considers himself economical could save a quarter of a dollar a day in these petty expenditures without really depriving himself of anything. And with that quarter a day he could carry quite a snug little policy on his life. For instance, a man of thirty-four years could carry three thousand dollars life insurance! Think of it. For a quarter a day he would have the unspeakable comfort of the knowledge that, in case anything happened to him, his dependents would receive at once that comfortable sum to help them in their hour of need. Wouldn't he get far more satisfaction at the thought of having this insurance estate than in the trivial and fleeting comforts bought by those thoughtlessly spent nickels and dimes?

Suppose you for instance, brother, put a quarter every day from your change pocket into a little box in your bureau drawer and now and then put the funds into a savings bank all ready once a year for the premium. That would mean three thousand dollars coming some day to your family, "sure"! It may be to-morrow, it may not be for many years, but when it does come, be sure it will be welcome, and that small change never will be missed.—*Mutual Interests*.

AIR-CRAFT INSURANCE COMPLICATIONS.

Amusing complications developing in the air-craft insurance business on the other side are described by a London correspondent of the New York Evening Post. It seems that the ordinary terms of British leases are such that there is a good deal of uncertainty as to whether landlord or tenant is responsible for repairs following damages from a Zeppelin raid. Legal advice on the subject is so uncertain that in some instances landlord and tenant are securing themselves by both effecting insurances upon the same property, and leaving the insurance companies to fight as to the responsibility for restoration. One point is that, if there is no express covenant by the landlord to do outside repairs, the tenant cannot compel him to restore the property even if it is made uninhabitable, and may thus be compelled to go on paying rent until the end of the term though the building itself may be no more than a pile of ruins.

With respect to all these complications, however, it must be remembered that the insurance against damage from air-craft is an "act of grace" by the state, and not a matter of the common contract law as between an insurer and an insurance company. The insurance companies in this case hold the position of agents of the State, and presumably the relief to be given will be of an equitable character, in which the legal niceties of leases will not be the controlling factor.

Remarks the Toronto Globe apropos of the new domestic loan:—"It is better to owe ourselves than to owe foreigners." The English investor will best appreciate the courteous expression of this statement.