

BRITISH TRADERS INSURANCE COMPANY TO ENTER CANADA.

We learned this week that the British Traders Insurance Company, which is about to receive its license at Ottawa, will enter Canada for the transaction of fire insurance, and has placed its general agency for Montreal and district in the hands of Messrs. C. R. G. Johnson, Poirier and Jennings, Inc.

The British Traders is affiliated with the Union Insurance Society of Canton, an old British Company, which is already operating in Canada. The head office for Canada of both companies will be Toronto, under the general managership of Mr. C. R. Drayton.

Mr. C. R. G. Johnson, head of the firm of C. R. G. Johnson, Poirier and Jennings, is one of the oldest members of the C. F. U. A. He has had 30 years experience of underwriting in Quebec Province, and is thoroughly conversant with conditions. The appointment might therefore be considered highly satisfactory for all concerned.

THE LIVERPOOL & LONDON & GLOBE IN THE UNITED STATES.

The Liverpool & London & Globe, which has been doing business in the United States for nearly 75 years, continues to lead all other foreign companies in the volume of risks written, and in the amount of assets held there for the protection of policyholders. The admitted amount of assets held in the United States at the close of last year stand at \$16,153,57, an increase over the previous year of \$325,630. The increase in the unearned premium reserve of \$1,097,249 was due to increase in volume of risks written. The company's surplus in the United States amounts to \$4,793,978.55.

BIG DEMAND FOR USE AND OCCUPANCY.

Use and occupancy insurance in the U. S. is reported as reaching record dimensions at the present time. This arises partly out of the educational campaign that has been quietly proceeding on the part of both the insurance companies and the insured. But a more important cause of the abnormal demand lies in the extraordinary profits enjoyed by manufacturers in particular. Under present conditions owners of prosperous factories and works find it highly desirable to safeguard against an interruption of business and so make sure of a continuance of present net earnings.

Another feature is the cost of labor and the high rentals, which are such nowadays that this expense element, which would continue in the event of a fire, is one that few astute business men care to leave unprotected. The replacement of a structure at the present time would be both tedious and difficult, with building material at top prices and transportation uncertain, and many forms of machinery now in use would be practically impossible of duplication until after the war. Without use and occupancy to-day the manufacturer's plight would be serious in the event of a fire, on account of the difficulty in maintaining his broken and scattered organization and getting himself in a position to continue his business as before even should he be able to effect a reconstruction of his plant.

POINTERS FOR ACCIDENT AND HEALTH AGENTS.

A paper recently read by Mr. R. Winckler, of the London and Lancashire Guarantee and Accident Company, before the Insurance Institute of Vancouver, contains some useful pointers for accident and health agents, and those insurance men in other lines, who contemplate looking after accident and health policies as a side-line. When writing up a prospect for accident or health insurance, Mr. Winckler points out, one of the first things to make sure of is whether or not the client is in receipt of an income equivalent to, if not more, than the weekly indemnity called for under the proposal. Great care should be exercised in this regard, as while a prospect, when signing an application, represents that his average weekly earnings exceed the weekly indemnity under, not only the insurance applied for, but all insurance carried by him, yet it may not be a fact, and in case of disability, the assured is more than likely to mangle, knowing that he is "earning" more by staying at home, than by returning to work. This is much more applicable to one who actually earns a living by commissions, etc., such as for instance a broker, than it is to a salaried individual, as with a little enquiry, the latter's earnings can be readily ascertained, but in the case of the former, nothing but what one gathers from the representations of such a prospect can be learned.

Eligibility of the Risk.

When the agent has been satisfied that the prospect earns or receives the equivalent of, or more than, the weekly indemnity under the proposed policy, the next important thing is to ascertain and make sure that he is physically a fit risk to propose to the company, owing to the fact that as no medical examination is required, the company has to rely upon the agent's advice and the representations of the proposer, before passing on the eligibility of the risk. The companies can lose much money, by an assured, after an accident or illness "mangle" because he knows he is making more money from the company by being laid up, than he would if he went back to work; also where some physical defect was not brought to the attention of the company by either the assured or the agent, so causing the prolongation of disability which ordinarily would have lasted for a short duration only.

In accident and sickness insurance, Mr. Winckler summed up, the agent, if honest and conscientious, will realize that responsibility as to the fitness of an applicant rests largely upon him, and should be governed accordingly.

CLASSIFICATION OF FIRE RISKS.

The rating of fire hazards and the classification of innumerable classes of risks to a degree of exactness, must be a difficult matter, as experience has shown such wide fluctuations in fire losses, embracing all degrees of hazard.

Mr. John G. Hunter, the veteran chief of the Cornwall Fire Brigade, who recently placed his resignation in the hands of the Brigade after a service of 55 years, has been induced to retain his position.