

PECULIAR LIFE ASSURANCE IN HOLLAND.

Some short time ago the *Insurance Times*, of New York, published a letter from Mr. J. Adams, jun., the actuary of a Rotterdam company, in which some interesting particulars regarding life assurance conditions in Holland were given. Our contemporary has since presented the following "by way of a post-script":

"I must not forget to make known a very remarkable form of insurance. Civil servants have a right to a pension at age sixty-five, but what is their condition when pensioned, say, at age forty? One office contracts to pay the supplement of the pensions. Thus, if a civil servant gets only one-third of the full pension the office pays him the remaining two-thirds. He gets the full pension, and at his death the insurance is at an end.

"It is a bad case when the candidate for life insurance is rejected. It is bad for the agent, who worked for nothing, and for the rejected person also. But the man who is not healthy wants some insurance. What is the remedy? Seven Dutch life insurance companies established in 1905 De Hoop, 'The Hope,' for the insurance of rejected applicants, who get a last chance on an increased premium. The agent gets his commission, so all parties may be content. By December 31, 1911, De Hoop had issued 1,087 policies. In 1910 there was a 6 per cent. dividend paid to its shareholders. A company of this sort does not need agents or advertisements, and many other expenses are unnecessary, so business may be obtained at a very low loading. The actuary of this company is a woman. One other Dutch life company possesses a lady actuary. The chief editor of the principal insurance paper is also a woman and an actuary.

"As to the standing of the business, from every side are heard severe complaints about calumny, twisting, etc. There are too many hosts at table, and so good manners are corrupted. Only two companies have premium tables, like those of England and America, a fixed premium and a changeable amount. As a rule they have more premium tables than in the United States. The agents are called messengers, and have for the greater part 1 per cent. of the policy for placing the insurance and afterwards 20 per cent. of the collections. The regulations in the United States are far better for sound and staying business."

REVIEWS.

THE HEALTH OF THE WORKER. Booklet published by the Metropolitan Life Insurance Company Co., N.Y.

This latest addition to the numerous publications of the Metropolitan Life issued in the interests of their policyholders, tells of the dangers to health in factory and shop and means by which to avoid them. Simply written, excellently illustrated and attractively produced, this booklet is an admirable example of the sound educational work which is being done by the Metropolitan Life. It is believed to be one of the most valuable publications which the Company has issued. Its primary purpose is to educate workmen regarding the sanitary

conditions which they should find in the shops and factories, in which they are employed. When workmen thoroughly understand the value of hygienic factory conditions, they will readily co-operate with employers to bring such conditions about.

AN ARGUMENT FOR BUSINESS INSURANCE.

Aside from the protection in case of death, the benefits of which everyone will admit, is it not good and prudent business for your company to adopt this plan of insurance, observes a publication of one of the American companies, if for no other reason than the creation of a sinking fund for use in time of emergency. Such a cash reserve will increase each year, is untaxable, and will be subject to your control at all times, the same as funds in bank, either by return outright on surrender of the insurance, or as a basis for a loan without affecting the protection, this loan being obligatory under our contract. You would thus be in a position to get cash if needed for a quick move or to snap up a cash bargain. You will be insuring not only against death, but also against sudden financial exigencies.

Business protection under the plans of permanent insurance most used and recommended by those carrying it with this company can be had at only a nominal addition to fixed charges. The premium cost is not the real cost for protection; the real expense for any period being the difference between the net premium outlay and the guaranteed cash value, which is plainly stated for each year in the contracts issued by this company. This means that business protection can be carried for a period of years, and at the end of that time, even if there has been no fatality, you will be in a position to surrender your policy contract and regain practically all of your premium outlay.

PERSONAL PARAGRAPHS

Mr. G. B. Gerrard, one of the Bank's agents at San Francisco, has been appointed manager at Montreal of the Bank of British North America.

The death is announced of Mr. George E. Fairweather, a prominent insurance man at St. John, N.B. He was 78 years of age.

Mr. J. K. MacDonald, president of the Confederation Life Association, recently made a trip to Winnipeg, for the purpose of going over the Association's new building in that city. While there he entertained at dinner a number of the western officials of the Company.

Mr. W. J. Marquand, who was recently appointed manager of the Sun Life of Canada for Western Pennsylvania with headquarters at Pittsburg, Pa., died suddenly in Montreal recently. Mr. Marquand was particularly well known in the Maritime provinces, and had been president of the Halifax Life Underwriters' Association.

The death is announced of Mr. James Saulter, of Toronto, for twenty-five years inspector for the Liverpool & London & Globe Insurance Company. He was 72 years of age.