

amount of insurance, and the maximum carried on one life should be for a moderate amount. The reason for this is obvious. It prevents the unhealthy applying for the larger amount of insurance.

4th: The following information in respect to each individual must be obtained: (1) age; (2) sex; (3) nationality; (4) salary; (5) length of service; (6) lost time and reasons therefor; (7) specific description of duties. This will provide a census of the group and will enable the company to obtain information as to the average age, the percentage of old lives, the proportion of each sex and nationality, the general health of the group, and special occupation hazard and the total salary.

5th: In cases where the group is gathered into a number of offices, stores or manufacturing plants a careful inspection should be made of the premises, taking into account such factors as ventilation, cleanliness, general sanitary conditions, fire hazard and the effect of the occupation on the health of the group. A general report on the moral character and habits of the group should be made where the group is a sufficiently distinct class in the community to make such report of any value.

If the enquiry into these conditions prove satisfactory the company has assured itself that the first essential has been complied with, viz.: There is no individual selection against the company on the part of the insured. The group may now be insured because the second essential, the positive factor in the company's favor is given by the important advantage arising from these two facts. The first is that the members of the group are all actively engaged and earning wages when first insured, and it is a safe assumption that the group will, on the average, be in good physical condition; and second, since the protection exists only while the individual is a member of the group, then if his habits become such that he is discharged the insurance terminates and he is replaced by another, a selected life, since safeguards are thrown around new entrants. Thus there is a constant selection working in the company's favor and not against it. It is, of course, a proper provision of a group insurance contract for the benefit of employees to provide that, if an employee becomes disabled and his salary is continued in whole or in part the insurance is also continued. This will introduce an element of deterioration, but it is claimed by the companies doing this business that it is very slight and still leaves a balance in the company's favor.

SAFEGUARDS FOR NEW ENTRANTS TO GROUP.

Because a group is found to comply with the conditions that admit of the waiving of the medical examination at the time of the first insurance, it does not follow that new entrants may be permitted to take part in the insurance feature without such examination. If it is admitted that a proper condition for insurability is that the group must have been already constituted for a purpose other than insurance, it follows that the benefit of insurance that attaches to membership in the group so alters the conditions as to effect a selection against the company by causing people who cannot obtain insurance through the usual channels to seek admission to the group. Unless sufficient safe-guards are thrown around the admission of new entrants a medical examination should be required, and in all cases it is advisable that the company should reserve this right. If an employer for his own purposes requires a me-

dical examination of new employees and the company is satisfied with the nature of the selection exercised by him there is no need of going to further expense for an additional examination.

(To be continued.)

THE JANUARY FIRE LOSS.

The losses by fire in the United States and Canada during the month of January, as compiled from the records of the New York *Journal of Commerce*, aggregate \$23,204,700 being an increase of more than three millions over the figures for the first month of 1913. The following table gives a comparison of the January losses with those of the same month in 1913 and 1912, together with the monthly record for the balance of those years:

	1912.	1913.	1914.
January.. . . .	\$35,653,150	\$20,193,250	\$23,204,700
February.. . . .	28,601,650	22,084,600	.....
March.. . . .	16,650,850	17,511,000	.....
April.. . . .	16,349,400	16,738,250	.....
May.. . . .	21,013,950	17,225,850	.....
June.. . . .	16,103,450	24,942,700	.....
July.. . . .	15,219,100	20,660,900	.....
August.. . . .	14,158,800	21,180,700	.....
September.. . . .	13,779,300	17,919,300	.....
October.. . . .	13,051,650	14,932,750	.....
November.. . . .	16,172,300	15,207,600	.....
December.. . . .	17,967,000	16,126,450	.....

Total for year.. \$225,320,900 \$224,723,350

During the month just closed there were 361 fires causing an estimated property damage of \$10,000 or over in each instance. During the latter part of last month and running into February, says the *Journal of Commerce*, there were expensive fires in the Southwest, particularly on cotton and sugar house risks. Chicago has furnished a full quota during 1914 so far and altogether the new year has opened up unfavorably for the fire underwriters.

CROWN TRUST'S ANNUAL MEETING.

At the annual meeting of the Crown Trust Company held in Montreal on Wednesday, a report showing that 1913 was a satisfactory year for the Company's operation and that substantial progress was made during the period was presented. During 1913, the Company's paid-up capital was increased from \$100,000 to \$500,000.

In the absence of Mr. William I. Gear, president, Lt.-Col. John Carson, first vice-president, acted as chairman of the meeting. The same board of directors was re-elected, as follows: William I. Gear, Lt.-Col. John Carson, S. H. Ewing, Tancred Bienvenu, A. G. Gardner, Thomas F. How, H. B. Henwood, Alex. MacLaurin, John McKergow, Lt.-Col. F. S. Meighen, R. W. Reford, Lt.-Col. James G. Ross, B. B. Stevenson, F. N. Southam, James Thom and Lt.-Col. E. W. Wilson.

At a subsequent meeting of directors Mr. Wm. I. Gear was elected president, Lt.-Col. John Carson, first vice-president, Mr. S. H. Ewing, second vice-president, and the following were appointed to act as an executive committee: Wm. I. Gear, John Carson, James G. Ross, H. B. Henwood and Tancred Bienvenu. Mr. Irving P. Rexford continues as manager, a position which he has occupied with success for several years. With a representative board and efficient management, the Crown Trust Company is assured a future of increasing importance and prosperity.