

orders—the Iron Hall and the Order of Tontis—as shown by their recent enforced report to the Massachusetts insurance department. It is there shown that out of a total membership at the beginning of 1890 and added during the year, of 77,401, the total terminations were 5,650. Assuming that one-fourth of these terminations were from matured certificates—a low estimate according to the claims made by the managers—and we have left as the number of actual lapses 3,238, or the small percentage of 4.18 of the membership. If only one-fifth of the terminations were from matured certificates, the percentage of lapses would still be but a little over five and a half per cent. Thus, by their own figures, is the lie given to the misleading pretensions of these assessment endowment orders.

WE HAVE OF late had all sorts of novelties exhibited in the world's insurance market, some altogether, unique, and many simply ridiculous. The last novelty hails from Paris, where M. Robin, ex-president of the vanished "Continentale," has organized a fire, life and accident company, announced to confine its business exclusively to Roman Catholics. It is proposed to give insurance on "more favorable terms" than those of any other company, "while its main object," says the prospectus, "is to give a large portion of its profits to Catholic institutions." Twenty per cent. of the "profit" is to go to the reserve fund, twenty-five per cent. to shareholders, and fifty-five per cent. to church institutions of the Catholic faith. We would suggest that a photograph of the true inwardness of this scheme be secured for exhibition in the proposed insurance department of the World's Fair at Chicago!

THAT A STRICTLY cash business in fire insurance is impossible is well known, but it is equally well known that the extent to which credit is granted is out of all proportion to the necessities of the situation. It is worthy of note that the Southeastern Tariff Association, embracing an important portion of the United States underwriting field, has made practical recognition of this fact by resolving to take no more notes whatever for premiums on term insurance. It is to be hoped that this reform movement may prove to be contagious, and extend even to Canada. It is true, we are glad to know, that the credit evil exists here in a mild form, as compared with the United States business, a fact which we showed by elaborate tables a few months since. The figures were for 1889, but there has been no material change in the situation since. We found that while the uncollected premiums of all the companies in the United States, including the British companies, amounted to over 13 per cent., these same companies on their business in Canada reported uncollected premiums of only about 6 per cent. The Canadian companies reported 17 per cent. uncollected. There is still room for improvement in both countries, and notably so in the United States.

#### ANTI-REBATE LEGISLATION IN CANADA.

The bad features of giving rebates on the regular life premium to the assured have repeatedly been pointed out in these columns, and it is gratifying to know that these features are in a fair way to be eliminated from the business in Canada. The draft of an amendment to the existing laws governing the business, which we printed in our last issue, covers the ground in a practical and comprehensive manner, and if enacted will mark a new era in life assurance. The unanimity with which the agents and managers of companies have approved the movement augurs well, not only for the enactment but for the enforcement of the amended regulations. To our mind, the especially strong feature of the proposed law is found in its license provision and in the cancellation of the license as a penalty for violation of the law. It is well calculated to improve the *personnel* of the agency force, and strikes a blow at the existing evil where it will be most felt.

There are many reasons why this or a similar anti-rebate law should be enacted. First of all, it is in the interest of simple justice. Any practice in life assurance, which discriminates against a portion of the members of a company, is manifestly inequitable and subversive of the principle of complete mutuality which underlies all legitimate life assurance. As a matter of fact, this discrimination is not only inseparable from the rebate practice, but is made in favor of those who need it least and against those who need it most. As everybody well informed knows, rebates are principally given as "inducements" to men of means and influence, in order to bring them in, while the men of small means and comparative obscurity almost invariably pay the full price. This is essentially wrong and clearly against sound policy.

Then, again, an anti rebate law is in the interest of common fairness among agents. It puts them all on a broad platform of common competition, and makes the personal ability of the agent and the demonstrated merits of his company the conditions of his success. As matters now stand, it is not necessarily the best agent with the best company who gets the largest business, but the one with most shrewdness and "check," whose company with large resources chooses for a time to push for new business by using an undue portion of the policyholders' money to enable him to buy business right and left. The average assurer is easily induced to buy his life assurance very much as he buys his groceries, where he can get it cheapest. The proposed legislation would also do away with the worst feature of the periodical raids made in the territory of the resident agent by the "lightning special" from the home office. It is trying enough to the agent, who has patiently and faithfully cultivated his field to the point of remunerative reaping, to have a special drop in and gather the ripened harvest in the use of regular methods; but when this phenomenon coolly goes about offering would-be assurers more in the way of rebate than the local agent's entire commission, the thing becomes simply outrageous and calls for a remedy. This is found in the proposed amendment.