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WANTED

By leading British Fire Office, young man with several years' experience in insurance work. Apply stating salary expected to the "Chronicle."

RETIREMENT OF MR. S. J. PIPKIN.

The retirement of Mr. S. J. Pipkin, general manager of the Atlas Assurance Company for the past 34 years, was recently announced. Probably no official of any other British fire office operating in Canada, was better known or more highly respected on this side of the Atlantic than Mr. Pipkin. He not only made friends during his frequent visits to the Dominion, but also became thoroughly conversant, through the efficient organization of the Canadian branch, with the important business of the Atlas in Canada.

We quote the following from our esteemed contemporary, The Policy Holder, of Manchester:

The retirement of Mr. S. J. Pipkin from the control of the Atlas Assurance Company, calls for more than a mere notification of the event; for Mr. Pipkin is certainly one of the outstanding figures of the profession. He has been chief officer of the Atlas for 34 years, and has been in the service of the Company for nearly 40, but apart from his work for the Atlas he has taken the leading part in the formation of the Insurance Clerks' Orphanage and done much work in connection with the Salvage Corps.

His energies and ideals have had a far wider horizon than those accorded by a managerial chair and no one commands a more general regard and esteem—no one will be more missed in insurance circles than Mr. Pipkin. His ready sympathy for all schemes aiming at the improvement of the business itself and the position of the rank and file of those who conduct the business has secured this for him.

Anyone who wishes to know Mr. Pipkin should read a paper which he delivered before the Insurance Institute of London in December, 1916, entitled "Fifty Years' Reminiscences in the City." In it he told the story of a youth who left his country home to seek his fortune in London; how he started as an invoice clerk at £1 per week; how the failure of Overend Gurney, in 1866, affected the City; how he joined the staff of the Commercial Union Assurance Company, and,

after that, how he became an "Atlas" man. A picture of Mr. Pipkin's personality is to be found in the following paragraph, culled from the paper to which we have referred:—

"It is no secret that the Atlas Company 33 years ago had no power to transact foreign business, or rather to do certain things necessary to be done before a company can transact it in many parts of the world. The matter had to be advertised and, therefore, there is nothing improper in my mentioning it here. A very influential and important shareholder called upon me to discuss the matter and bluntly said, 'Well, my boy, I shall come to the meeting and oppose it.' I told him the matter had been very carefully considered by the directors and a special confidential report had been drawn up by me on the subject. He listened and then said in a softened mood, 'Yes, yes; that's all very well; if you were a man like my friend Robert Lewis I should have confidence.' I boldly replied, 'All right, I will ask Mr. Lewis to read my report and tell you what he thinks of it. If he approves, or does not condemn, will you then come and support?' Mr. Robert Lewis, on being told the incident, received my report. Whether he ever wrote to the shareholder or not I never knew, and do not know—but he wrote me a letter in which certainly there was no condemnation. I took it to my shareholder friend, for he was and is my friend. His conclusion was this, 'I shall not come and oppose, and if I feel I cannot support, I shall stay away.' He did stay away—the resolutions were passed, and he has received better dividends ever since. I swallowed my pride in taking this course, but it averted opposition and my ends were gained. As both the shareholder and Mr. Lewis were my senior by 10 or 12 years, it was not so difficult a matter for me to act as I did. Youngsters should always pay respect to and have confidence in the judgment of their seniors, who, according to my experience, are ever ready to give the helping and guiding hand and are as anxious to see the 'coming on' men get and keep on the right track as they were themselves in their own younger days."

Mr. Pipkin, with his many interests, will not find time hang heavy on his hands after his retirement, and we can only say we trust that on many occasions he will join his insurance friends on those semi-public occasions, which will be far more numerous after the war than in these dark days. If ever there was a person to whom the words "men of joyous yesterdays and confident to-morrows" applied, that man is Mr. Pipkin, and we feel we cannot better conclude this brief appreciation of him than by quoting the final paragraph of his reminiscences:—

"And so my last reminiscence is told, I hope without pride or vain glory — My reminiscences must necessarily be connected with Me. I wish the 'I' could have been eliminated. There is, however, one abiding memory of these 50 years—that is, of the kindness showered upon me by directors, brother officials, and indeed all engaged in that business in which my lot has been cast. I have had good friends, I have met men I am proud to have known, and I am grateful; for surely the lines have fallen to me in pleasant places and I am indeed a 'lucky dog'."