

The Chronicle

Insurance & Finance.

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ESTABLISHED JANUARY, 1881

PUBLISHED EVERY FRIDAY

VOL. XXI. No. 43

MONTREAL, FRIDAY, OCTOBER 25, 1901.

SINGLE COPY - - .10
ANNUAL SUBSCRIPTION - \$2.00

An English contemporary and his correspondents have discussed the question of training insurance officials in preparation for manager-ships. The discussion was suggested by its being stated that a recent amalgamation was effected because of the difficulty of finding a competent manager for one of the companies. A writer in "The Policy-Holder" has the following remarks in reference to the editors query: "Are there no available men left who are capable of filling the chief positions in the fire insurance world?" "Your query, Mr. Editor, is, I venture to say, the spoken thought of all insurance men to-day. If there are no such capable men, are not the directors and general managers themselves to blame for bringing about this state of things. Are they not reaping what they have been sowing for some years, viz., giving the high places in the profession to gentlemen who have had no insurance training whatever, but who simply step into such positions as branch managerships on the strength of the promise of business from their commercial friends? What consideration have directors had for the trained man? Are their not plenty of such men—energetic, hard-working, and quite capable of procuring business, and at the same time holding their position with dignity to the profession? What is the ambition of the rising insurance generation? Of what use are Institutes and Federations when directors draw the limit line for the trained man, and what is the prospect if directors take such an immoral course of action." The immorality of directors appointing such managers as they regard most suitable is not apparent. As a rule the directors of an insurance company are the most largely interested in its affairs, and are not likely to make managerial appointments from improper motives. The future, however, is the trained man's, and the Institutes are doing an invaluable service to the young officials by giving them opportunities for training as a preparation for responsible positions.

A The Montreal Butter and Cheese Dairy Circular. Association has favoured us with a circular, publication of which is desired. The object of the circular is to persuade the Dairy men of Canada to discontinue the manufacture of cheese entirely after 1st Nov., for six reasons. The pith of them being numbers 4 and 5, which read:

4th. That the price of butter is higher on an average all the year round than cheese, for the finest qualities.

5th. That the manufacture of butter is more profitable than cheese, not only in the comparative price, but in that the farm stock and the land are better sustained.

We endorse with emphasis the statement in the circular, "that in order to maintain high prices there must be a continuous supply of finest butter." Indeed, such supplies of high quality are essential to Canada's holding a profitable place in the English market. Our dairymen's aim should be to make the brand "Canadian" an assurance of high quality. Such a reputation when once established would be invaluable to Canada's dairy interests.

British Friendly Societies. The persistent and misleading statements made in this country and the States in regard to the great Friendly Societies in Great Britain that they had prospered for centuries under the assessment system induced us to give an emphatic denial to these statements, first because no such society exists in England with a history of centuries—though the principle was recognized by the old guilds—second, because those societies are not on an assessment basis. Our esteemed and especially well-informed English contemporary, "The Review," London, uses the following severe language in confirmation of our statement. "There are no such societies as the Assessment