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Companies are always wanting reliable agents.

Agents are ever wishing to better their condition.

INSURANCE SOCIETY will always be happy to assist in negotiations—without charge ;—if

Companies will communicate with us respecting their wants.

Agents state to us what they want, where they want it, and their qualifications.

1883.

On another page we give the results of Fire Insurance business in Canada for the past year, the figures of which, in the words of the great Doctor, may " point a moral or adorn a tale ; " and certainly no further proof is wanted of the necessity for increased rates, for, while there are several companies which show highly satisfactory returns—notably the " Ætna," " Guardian," " Hartford," " North British and Mercantile," and " Scottish Union and National,"—yet there are others who have made little or show a balance on the wrong side, and this, too, during a year in which there was no serious conflagration.

Of the " Caledonian " and " National of Ireland " it is too soon to speak, as 1883 was their first year in Canada. The " Phenix " of Brooklyn is the only company whose figures are not included ; and we take this opportunity of thanking all the other companies for their courtesy in so promptly furnishing us with their returns.

Leaving out the Caledonian and National there is an average loss ratio of over 67 per cent., and expenses of say 30 per cent. (taking the usual average). It may well occur to thinking men what margin is there left to meet a conflagration or pay a dividend to the stock-holders. The sooner, therefore, the tariff lately established in Ontario is extended to this Province the better.

MEASURE OF DAMAGE.

PART III.

In the last issue of INSURANCE SOCIETY this subject closed with the inquiry, " will the insurers pay the sewing machine manufacturers, the jobber in sewing machines, and the personal owner of a single machine the same price for their several lots of machines burned at the same fire ; and, if not, why not?." Thus raising the points " market values," patented articles," and " open market."

As we have said before, *market value* is the price at which property can be purchased in *open* market, from first hands, subject to the customary competition of supply and demand among the trade, where the buyer has the option of purchasing where the best bargains are offered, as opposed to *sale price* for patented or exclusive articles, which cannot be had in *open* competition, hence the buyer is compelled to pay that price or go without. A case in point is the well-known American Watch Company, of which Robins & Appleton, of New York, are the sole agents, and through whom alone their watches are to be obtained, hence there can be no competition in price by other dealers.

Here, as in the sewing machines, we have a patented article, which, by reason of a monoply of the trade, cannot be obtained at a cash value equivalent to the cost of a similar article unprotected by letters patent, yet the two can be produced at the same actual cost. Insurance Companies do not insure " market values," which are sometimes more and sometimes less, varying with the supply and demand,—they simply guarantee cost ; the measure of indemnity stops at cost, which is fixed before profit begins. The royalty or extra price charged by the manufacturer on his patented article, like commissions and other profits, does not accrue until the article is sold and paid for, hence it forms no portion of the cost of those articles sold to the Underwriter through losses by fire under insurance, such cost being the actual price of the raw material and the value of the labor bestowed upon its manufacture, without reference to personal or family expenses, rent, desk hire, interest on plant or other expenditure snot immediately conncted with the process of manufacture. Just how the manufacturer can arrive at cost of his products is well set forth in an able opinion upon " profits " by Harry F. Scudder, Esq., whose locality, unfortunately, we do not know, wherein, under the supposition that the manufacturer has had an offer to buy him out at an advance of 20 per cent. over *cost*, he says: