

SUN LIFE REPRESENTATIVE HAS BIG RECORD FOR MAY.

Mr. Thomas Hendry, representative of the Sun Life at Brantford, Ont., achieved a high record for his company during the month of May, having personally secured 61 applications for \$359,000. During the same period, three of his sub-agents secured 67 applications for \$92,500, making a total for the month of 128 applications for \$451,500.

CANADIAN FIRE RECORD.

Fire at Cobourg Ont.—On May 29th a fire destroyed the barn and stables of Mr. Victor Boundy, together with twelve head of cattle and five horses, also other contents. Loss about \$6,000.

Fire at Hazel, Ont.—On May 30th a fire destroyed the general store of Pellon & McMeekin. Loss about \$17,000. No insurance. We understand the fire hazard on this risk was high owing to the frequent danger of forest fires in the far north.

Fire at Longueuil, P.Q.—On the 1st instant a fire destroyed the Longueuil Boat Club. Loss about \$3,000.

Fire at Deseronto, Ont.—On May 26th a fire destroyed the bake shop of W. H. Richardson. Loss about \$5,000.

CLOSING THE HOME IN SUMMER.

Before leaving the home for the summer vacation, a careful inspection should be made of the entire premises. It is well to throw out all electric light main switches and turn off the gas at the meter, also to see that the plumbing is in good condition. Turn off the water at its entrance to the house, to avoid any defect in water pipes causing damage by flooding. It is a good plan to pour a small amount of hydro-carbon oil into all traps and water seals to prevent evaporation of the water and the escape of sewer gas. Special attention should be given to floor oil mops and oily rags. These should be safely stored in metal containers, as they are fruitful sources of fire by spontaneous combustion. When the house is opened again, it should be well ventilated and thoroughly cleaned.

MORE BRITISH COMPANIES MAY ENTER CASUALTY FIELD IN UNITED STATES.

The tremendous growth of casualty insurance in the United States, especially in the line of workmen's compensation and automobile insurance, points to great possibilities for future development and the fact that in most of the branches the underwriting conditions are now fairly good makes this appear like a favourable time to launch

a company with the backing of a great institution which for years has conducted its fire insurance business in the United States on a high plane and has gained the confidence of the insurance public. This reputation which many of the English companies enjoy, is an asset to a subsidiary casualty company, the value of which it is difficult to estimate. It enables a new company with moderate financial resources in its own name to take its place as a strong institution because it is known that the parent company would not allow itself to be disgraced by the failure of its subsidiary, while a new institution without such backing must have large assets of the highest character in order to gain the same degree of confidence in the same period. The Journal of Commerce draws attention to the numerous visits of British Company officials to the United States, and says:

There has risen some speculation as to the possibility of more large institutions which write fire and marine insurance in the United States engaging in the casualty business here, either by entering casualty companies which they control in Great Britain or by organizing companies in the United States. That the United States representatives of some of the leading British companies are interesting themselves in the casualty business is evident from the questions they ask and also from admissions that they have been looking up statistics on casualty operations. It is not likely that they would be going to this troubles unless they had some object in view, and it is a reasonable assumption that they have been requested by their home offices to make some investigations.

A man who has considerable familiarity with the operations of British companies explains that numerous recent mergers and purchases which have been reported from England, partly on the ground that companies are endeavouring to improve their classifications. Thus a company with a large fire and marine business gets control of one doing a large life insurance business with a view of making its premium income from the three branches more nearly equal. The great difficulty in bringing about this equalization, he says, lies in increasing the accident income to the level of the others. There is not enough business in the casualty lines to be had in England to bring this about, so the companies look to the United States as the field in which to develop the necessary casualty insurance premium income. He predicts that within the next three or four years a number of the larger British companies will be in the casualty business in this country.

Canadian Banking Practice

On Sale by The Chronicle, Montreal