

THE MUTUAL LIFE OF NEW YORK is reported to be extending business in parts of England hitherto ignored by American companies. The life insurance field of England is, in that sense, very largely an uncultivated area. There are thousands of towns and villages in the old land where no life assurance agency exists, or exists in such obscurity as to be practically unknown to the public.

FIXING THE EXACT HOUR OF NOON by what is called "solar time," as a rule for insurance companies, sounds plausible and easy. If the advocates of this plan would consult an astronomer they would discern that "solar time" is not as fixed a period, nor as universal, nor as constant as they seem to imagine. No time-piece has been invented that gives automatically the solar time with certainty in any locality.

"THE DAILY NEWS," London, England, described the recent election in Ontario as a contest between Sir Wilfrid Laurier and Mr. Whitney, and quite learnedly discussed the affair as being a Dominion general election! It is quite natural for a journal so utterly uninformed about Canadian and colonial affairs generally to be opposed to the idea of a federated Empire. But why, when it knows so little about Canada, should the "Daily News" discuss our affairs?

THE alleged dearth of fire insurance facilities leads the "Baltimore Underwriter" to remark: "If the line is drawn between insuring and underwriting it will appear that there is an abundance of underwriting facilities but a dearth of insurance facilities. Any old thing, whether 'French, Belgian, Swiss, Russian, Kamschatkan, Abyssinian, Mutual or Lloyds,' can underwrite without insuring. Certainly 'take them all together, and there would seem to be enough of them to underwrite the visible universe,' but still there would be very little of insuring done by the whole pack." The point of this, as Captain Cuttle would say, "lies in the application of it."

AGAINST CHURCH INSURANCE COMPANIES a Presbyterian minister protests as unfair to insurance agents. He writes: "Allow me to make a public protest against the Church, without the sanction of its members, becoming a trading society, and stepping down from its high spiritual function. Is this a deep-laid scheme to make up the deficit on the Sustentation Fund? If so, it is bound to fail. I pity the poor fire insurance agent now, when he must subscribe to a Church which tries its best to rob him of his boots and shoes. Of course, when his boots and shoes go he won't go to church in his bare feet, only the poor Roman Catholics do that."

THE SUPERINTENDENT OF INSURANCE, Mr. Thos. E. Drake, Washington, states that his department is receiving proofs of the advantage which he expects will be derived from the recent ruling relative to the valuation of the preliminary term insurance policies. Mr. Drake has decided that life insurance policies hereafter shall carry with them all the reserve features from the date of issue. One company, which has been doing business in Washington for several years, which had taken steps to qualify under the new

code, became advised of the ruling, and has announced that it would not be able to comply. Several other companies are said to be in practically the same position, and cannot comply with the requirements without changing the form of business done. Mr. Drake announced that his department had determined that all fraternal life insurance companies and societies would be required, under their licenses, to embody an "emergency clause," in their certificates and policies. In this way the members of such societies are notified at the start, in case the monthly assessment does not suffice to pay all claims in any given year, that the society has to make extra assessments.

RIGHT TO PAID-UP POLICY.—Where a policy provides that if insured, after paying three annual premiums, shall fail to pay a premium when due, the company will issue a paid-up life policy upon surrender of the contract, but that if no such surrender be made the policy shall become a paid-up term policy, the insured, by failing to surrender the policy or demand a paid-up policy, elects to take a paid-up term policy, and no cause of action exists on a paid-up policy.

[Judgment for company below. Here affirmed.]

Crutchfield et al. v. Union Cent. Life Ins. Co. (Ky. C. A.)

67 "Southwestern Reporter" (April 7, 1902), 67.

THE GENIUS OF WORK.—"Now and then you will hear an especially attractive story of some highly successful life insurance canvasser who is writing his hundreds of thousands every year, and, no doubt, have envied the man what you have termed his "luck" or his inborn "genius" for obtaining applications. Believe not a word of it! The big writer is first, last and always the big worker. There is no genius for writing life insurance. Some men may be brighter than others, it is true, but the business comes not to the bright ones—at least, not because they are bright. It comes to the earnest, steady, determined ones—the men who put a full day's work into a day, who are not afraid of a proposition because it entails some work, but welcome the work because of the training and development it brings. After all, have you ever considered a very important fact, that the biggest good which comes from any work is not the accomplishment of the work itself, but the self-development it gives? Yet that is so. Ask any authority upon physical training if that is not the case in his domain."

THE "PRUDENT PATRICIAN OF POMPEII" is a five-year-old fraternal concern whose managers appear to lay great store by "apt alliteration's artful aid." Well, they evinced a desire to enter the State of Indiana, but their application was denied in terms showing how the insurance department actuary went them "one better" in the use of the letter "p," thus: "Perusing the provisions, payments, and papers of the Prudent Patricians of Pompeii has persuaded me to propound that the parliament and powers that prevail here have prudently promulgated a positive provision for the protection of the people of the province of Indiana, which prohibits the profuse propagation of payments for policies by