

MORE LIFE INSURANCE FOR LESS MONEY

Before deciding on your insurance plan, call on the new low cost, all guaranteed policies, all plans, Life, Limited Payments, Endowment, Joint or Partnership, Corporation and Monthly Income or Pension Policies.

The Prudential Ins. Co. or American Ins. Co. as a Stock Co. by New Jersey.

W. BRUCE CARPENTER, Mgr.
For Nebraska and South Dakota,
519-22 City Nat'l Bldg., Omaha

Northwestern Mutual Life Insurance Company OF MILWAUKEE

MANN & JUNOD
General Agents
538-544 Brandeis Building, OMAHA

Notes from the Insurance Field

CONSIDER THE ROTTEN RISK

Lure of the Premium Boosts the Firebug's Business.

INDIRECT COMPULSION WORKS

Companies Shown to Disturb the Shady Risk, but Agent and Broker Must Be Accommodated.

Every second fire in the center of an American or Canadian city is a fire for insurance money.

With this unequivocal statement Arthur McFarlane opens his discussion of the "rotten risk" in Collier's Weekly. The statement is fortified by the private admissions of insurance men and by their "experience tables," which show that one-half the insurance money is paid out for incendiarism. "Every year," says the writer, "our insurance companies open their doors wider. Directly or indirectly the honest man pays an ever-increasing insurance tax. The number of our fire crooks and the millions they are making have doubled in fifteen years. Yet our great insurance companies, far from raising any voice of united protest, have practically nothing to say about arson whatever!"

The inspiring cause for this deplorable condition the writer traces to the commission system of paying for insurance business. Agent and broker, singly and together, split the insurance money. The higher the insurance rate the greater is the commission. A questionable risk yields the top premium and nets the larger commission. Consequently, while the shady risk is not sought by regular agents, the broker comes in with the dubious business and finds takers. Instances in New York are related where the company agent refused a shady risk offered directly, yet issued a policy on the same property handled through a broker. The system of indirect compulsion is thus explained:

Getting the Business.

"The fire insurance agent is, in America, still the certificated representative of the company. But, in America, one agent may represent ten companies. His loyalty is in like measure divided. At bottom, the position of broker and agent is almost the same. In New York they can hardly be distinguished. A great agent may also have his \$200,000 or \$500,000 in premiums to bestow. Both agent and broker are absolutely at one in this; only through them can the company get the business. And both alike must want to insure those risks which pay them the big commissions.

"Now in every community there are the thousand safe or 'preferred' risks—those honest, careful and law respecting people—to quote the president of the National Board of Fire Underwriters himself—who do not have fires, and company wants to insure them. And there are also the five or ten or twenty dangerous, hazardous, or 'rotten risks' which the agent or broker is hungering to insure. There is no proof that the sweeter and the fire trap factory are going to burn; and all the 'repeaters' previous fires may have been accidents. The average agent or broker will want to think they were. The crooked agent or broker will not greatly care. The broker and agent have the bestowal of good and evil together. Both alike hold it to be a first principle that that company which will not take its fair share of their sort of risks shall, in the main, whittle for the other sort. And the wise company does exactly as they want it to do.

No Compulsion.

"The company could with virtue say that it is under no compulsion. The agent could with virtue deny that he is an agent. This is all he does; when he sends in his list of 'preferreds' he occasionally inserts a risk of the other sort. If the company throws it back on him, the company knows, and he knows, where he is not going to send his next 'preferreds.'

"If the rotten risk is a big one, no company can be expected to take it all. It is spread around. Proportionate to the amount of 'preferred' business, the broker brings to him the companies he favors allow him a \$50, or a \$50, or a \$100 'accommodation line,' which means that at any time he can procure that amount of insurance from each of them without a question. And since in a city like New York or Chicago there are almost 200 companies, even the biggest rotten risks is in general soon provided. The broker who controls a single edged business of \$200,000 or more can demand 'accommodation lines' of \$2,000 to \$1,000. He can and does 'put over' all the little rotten risks he wants."

WESTERN UNION IN NEW HOME

Now Installed in Magnificent Quarters in New W. O. W. Building.

HAS TWO ENTIRE FLOORS

All the Latest Contrivances Known to Facilitate Handling of Messages Have Been Installed by the Company.

At the western end of the 314 wires of the Western Union Telegraph company had been cut over from the old building of the Omaha National bank on Thirtieth street and connected up in the new and palatial quarters in the Woodmen of the World building, Fourteenth and Farnam streets. Five minutes later, W. J. Lloyd of Denver, general manager of the mountain division of the company, apprised Vice President Brooks of the fact at his home in New York and back came "Thanks."

The Western Union is now at home in the Woodmen of the World building, occupying 21,000 square feet of space. It occupies the whole of the fifteenth and sixteenth stories, a portion of the ground floor and a large section of the basement. That the equipment of the Omaha office is the best, most modern and expensive in the world is vouched for by General Manager Lloyd, Division Plant Superintendent Trites, Division Auditor Carver and Division Traffic Superintendent Brooks, all of Denver, who have been here some days assisting in the transfer of the office from the old, to the new location.

To Save Time.

Everything in the new offices has been built to fit in with a view to annihilating time, for about everything new in the telegraphic world has been installed. As soon as the lease for the quarters in the Woodmen building was signed, measurements were taken and every bit of machinery and every piece of furniture and equipment was made to fit the space that it now occupies. This was done, regardless of cost.

In the new quarters the telegraph company has provided comforts for the convenience of the employees, as well as putting in a modern plant for the handling of business. On the fifteenth floor where the telephone department is located, there are large and well lighted rest rooms for both men and women when they are off duty. These are furnished with easy chairs and couches, tables, books, magazines and papers. In the women's rest room there is a cosy corner where there is a kitchener, a table and a gas stove. Here the women can practically do light housekeeping, making their coffee and warming up their lunches.

The sixteenth floor of the building is given over to the company's big operating plant. Lined up and running north and south are nine double tables extending entirely across the room, each table having spaces for nine operators on a side. And here is where modern mechanism has been applied, for the Monson distributing system, the first in use in the world has been installed.

Machine that Thinks.

Over in the extreme northwest corner there is a machine that apparently can do about everything except think. Up through tubes from the city office on the first floor, the messages for transmission are shot by air pressure. They fall upon a broad table that is in front of the clerks around the machine referred to. Picking up these messages, these clerks feed them into the machine that grips them in steel-like fingers and starts them traveling around the south side of the room, following an endless track.

Providing a message is going to New York, when it reaches the table occupied by the operators working the New York wires, it is dropped into a basket. There it is picked out by a messenger and hung on the hook of the operator, who is next "out."

When messages come in over the wires they are carried up to the distributing table, not by messengers, as under the old plan, but by belts. Running through the center of each table there runs a belt twelve inches wide, speeded to four and one-half miles per hour. This belt, at the north side of the room, connects up with a belt that runs across the ends of the tables and at a speed of seven and one-half miles per hour.

When an operator finishes taking a message, he throws it on the belt in front of him. This carries it to and drops it on the main belt, which carries it along to the distributing table, where it is checked and sent down through a tube to the city office and there prepared for delivery, or telephoned out to the party for whom intended.

NEBRASKA BOY IN BONDING BUSINESS AT BUENOS AYRES

The National Surety company of New York has chosen a Nebraska boy to be its first manager in a new foreign field. Tom Moonlight Murphy, who graduated at the state university and who married Miss Mayone, Thompson, has been made general agent at Buenos Ayres and will have full charge of the business in the Argentine Republic. The National Surety company has considerable business in that field which is rapidly becoming one of the world's best beef producing countries. In such position Mr. Murphy will look after the business of bonding employees of the Standard Oil company, Armour & Co., Swift & Co., and other big concerns.

Melody of Insurance Man.

Charles L. Tompkins in Insurance Advertiser.

He never had an accident.
His health was always good;
He'd never died or even tried
And didn't think he would.

His money he could best invest
And have it all commended.
Why people should do otherwise
He couldn't understand.

And so he turned the agent down
With arguments like this,
"I'm rich and men will
Will sometimes go amiss."

He signed a note to please a friend
And got it in the neck;
He broke his leg and caught a cold
The doctors couldn't check.

Pneumonia followed in its wake
And kept him long in bed,
Until his bank account was nil
And he was all but dead.

Misfortune marked him for her own,
His wisdom failed in need;
To late he realized that fate
Was very hard indeed.

Meanwhile the agent went his way,
Insuring right and left,
And headed a subscription for
The wise man thus bereft.

True wisdom is a subtle thing
And somewhat rare. 'Tis said
The man who never makes mistakes,
I understand, is dead.

Equitable Life Assurance Society of the U. S.
Assets over \$500,000,000. Paid Policy holders over \$815,000,000.

H. D. NEELY, JOE KLEIN, E. H. PICKARD
Managers
Merchants Nat'l Bank Bldg.

Obey That Impulse!

Not the man who INTENDED
left the man who INSTURED
left provision for his family.

G. W. NOBLE,
General Agent.
CHARLES L. HOPFER,
Special Agent.
J. C. HITCHMAN, Special Agent.

OFFICES:
638-643 Brandeis Bldg., Omaha.

THE Union Central Life Ins. Co.
OF CINCINNATI, OHIO

HARRY O. STEEL
General Agent.
311-313 Range Bldg., Phone D 2183

GERMANIA LIFE GAINS FOR 1912

Insurance in force..... \$128,215,223 gain of \$7,000,000
Assets..... 48,206,861 gain of 2,818,507
Paid policy holders..... 1,947,741 gain of 194,528

CLARENCE N. ANDERSON, Manager.
430 Bee Building D. 2266 Omaha, Nebraska

THE Mutual Benefit Life Insurance Company
OF NEWARK, NEW JERSEY

GEO. T. BLANDFORD,
General Agent.
415-16 City National Bank Bldg., Omaha, Nebraska.

"State Mutual Life" OF WORCESTER, MASS.
ONE OF THE OLDEST—89 YEARS—and Best Companies on Earth.

W. H. INDOE
General Agent
652 Bee Building, OMAHA

ORGANIZED 1845.
The Mutual Benefit Life Insurance Company
OF NEWARK, NEW JERSEY

GEO. T. BLANDFORD,
General Agent.
415-16 City National Bank Bldg., Omaha, Nebraska.

\$100,000.00
Of Interest Bearing Securities deposited with the state.

\$750,000.00
Of Capital and Surplus, with nearly

\$4,000,000.00
Of assets. These large funds lie at the foundation of all policy contracts of

THE BANKERS RESERVE LIFE COMPANY OF OMAHA.

RASCOM H. ROBISON, Pres. R. L. ROBISON, Vice Pres.
R. C. WAGNER, Sec'y. W. G. PRESTON, Treas.

WHEN A MAN LIVES CLEAR UP TO HIS INCOME

He owes it to himself and his business to provide adequate life insurance—the unexpected is always happening. See

TOM KELLY "THE INSURANCE MAN"
EIGHTY MILLIONS ASSETS Douglas 561.

Love-Haskell Company
Every Known Kind of Insurance

814-824 Omaha Nat'l Bank Bldg. Phone Douglas 380.

Let the Buyer Beware

SEE US BEFORE BUYING ANOTHER POLICY IN ANY BRANCH OF INSURANCE.

GALLAGHER & NELSON
403 Brandeis Bldg. D. 2352
General Agent Illinois Surety Co.

\$4,900,000

The figures above represent the amount of insurance in force in the Midwest Life. Are you a policy holder? There are over three thousand now in this company and the number is increasing every month. Why send life insurance money to New York? Some of their companies are already so big that they do not advertise the amount of their assets for fear of unfavorable comment. If you are in the market for life insurance of any kind, call or write

THE MIDWEST LIFE
H. E. SWELL, President. A. Nebraska Company.
Home Office: First National Bank Building, Lincoln.
A. A. TAYLOR and GEORGE CROCKER,
General Agents, Rooms 1213-1214 City National Bank Building, Omaha.

Spend money to save money

If you have anything to sell invest a small sum in Bee classified advertising. The resulting sales and their profits will prove to you

Money is saved by judicious spending

Prominent Speakers to Lecture for New Labor Temple Fund

The building committee of the Labor temple has secured a list of lecturers who will speak for the purpose of raising money to help defray the cost of a new labor temple.

Among those who are to lecture are: Archbishop Keane of Dubuque, Rev. Charles Stehle of New York, Charles Edward Russell, J. Phelps Stokes, commonly known to be the millionaire socialist; Dr. Emil G. Hirsch, Rev. Frank W. Gunsaulus of Chicago, Mrs. Raymond Robins, Rev. Charles S. Medbury, Bishop W. M. Bell, Rev. Everett Dean Martin, Rev. Edward Hishop and Rev. H. B. Peery, president of Midland college, Atchison, Kan.

The first of these lectures is to be given by Rev. H. B. Peery, whose subject will be "Abraham Lincoln" and will be given at the Lyric theater at Nineteenth and Farnam streets on March 7 at 8 p. m.

Tickets for the entire course are being sold at \$5, every cent of which goes to the building of the temple, except the administrative expense thereof. Single tickets at 50 cents are for sale at all leading drug stores.

LOUIS V. GUYE WILL ENTER THE LOCAL INSURANCE FIELD

Nebraska's retiring state labor commissioner, Louis V. Guye, has gone into the insurance business and will make a specialty of employers' liability and workmen's compensation insurance. Mr. Guye has given considerable study to the business which is rapidly becoming one of the most important in the entire realm of insurance. By reason of his long experience in factory and shop inspections and his familiarity with all such laws in Nebraska and other states he is well fitted for this line. Mr. Guye will be associated in business with Harry S. Byrne, the general insurance and surety bond man in the City National bank building.

SURETY UNDERWRITERS ASS'N ELECTS OFFICERS

The Omaha Surety Underwriters' association has just elected officers for the ensuing six months. These are, president, Phillip Potter, American Surety company; vice president, Harry S. Byrne, Equitable Surety company, and John H. Mithen, Fidelity and Deposit company; secretary and treasurer, S. H. Griffin, American Surety company; executive committee, E. H. Lolkert, Lion Bonding and Surety company; E. T. Swobe, National Fidelity and Casualty company, W. H. Wheeler, National Surety company, and H. A. Koch, Massachusetts Bonding and Insurance company.

Beaton John Byrne.

Paul A. Beaton, the well known young society man, has gone into the general insurance and surety bond business and will be associated with Harry S. Byrne at 52 City National bank building. Mr. Beaton intends to specialize in the fire, accident and automobile lines. As he has a host of friends great success is predicted for him.

Insurance Notes.

Life insurance experts estimate that out of 1,500,000 deaths in the United States

NO FURTHER VICTIMS ARE RECOVERED FROM DEWEY HOTEL RUINS

(Continued from Page One.)

could not find his name on the register and are searching for him.

R. H. RICKARD BURIED TODAY

Funeral of Charles Cummings Will Be Held Tuesday Afternoon.

Funeral services for Miss Alice Bonhoeve, victim of the Dewey fire, were held at 3 o'clock yesterday afternoon from the chapel of Coroner Crosby. The body was placed in a vault at Forest lawn cemetery.

Charles Cummings, another victim, will be buried Tuesday afternoon in Evergreen cemetery. The services will be held at 3 o'clock at Hulse & Rippen's chapel.

The funeral of Renfree H. Rickard will be held this afternoon at 3 o'clock in Brewer's chapel, South Omaha. Rev. B. L. Wheeler will have charge of the services, and three live stock dealers and three men from the brand inspector's force will act as pallbearers. They will be John Robb, Steve Franklin, George Carley, George Van Sant, Harry Arnold and Guy Ellis.

Chronic Stomach Trouble Cured.

There is nothing more discouraging than a chronic disorder of the stomach. Is it not surprising that many suffer for years with such an ailment when a permanent cure is within their reach and may be had for a trifle? "About one year ago," says P. H. Beck of Chamberlain, Mich., "I bought a package of Chamberlain's Tablets, and since using them I have felt perfectly well. I had previously used any number of different medicines, but none of them were of any lasting benefit." For sale by all dealers.—Advertisement.

Sealed by Steam

or scorched by a fire, apply Buckler's Arma-Balvum Cures for the best and the worst cases. Guaranteed. Only 25 cents. For sale by Boston Drug Co.—Advertisement.

J. H. Mithen Co.
INC.
921-4 CITY NATIONAL BANK BLDG.

Surety Bonds, Employers' Liability, Automobile Liability, Burglary, Plate Glass.

INSURANCE

Good Opening For Producers

CONTINENTAL CASUALTY COMPANY

Largest exclusive Health and Accident company in the United States.

LEWIS V. CRUM,
District Manager.
511 Paxton Block.

Jay D. Foster Joseph Barker

Foster-Barker Company
Successors to
H. E. Palmer Son & Co.

Accident and Health Insurance
LIBERAL CONTRACTS
Losses adjusted by us right here in Omaha.

Brandeis Bldg. Phone Doug. 29

WALTER A. YONSON W. LEROY WILCOX

B. L. BALDWIN & CO.
Established 1891.
209-10 First National GENERAL INSURANCE Telephone Doug. 271.

Wheeler & Welpton Co.
RELIABLE INSURANCE OF ALL KINDS
1511 Dodge Street. Phone Douglas 125.

MARTIN BROS. & CO.
GENERAL INSURANCE
BARKER BLK. TEL. DOUG. 735

INSURANCE RATES ARE LARGELY THE SAME, BUT THERE IS A DIFFERENCE IN SERVICE RENDERED
See Me—I adjust losses.

Nat Meister
GENERAL INSURANCE
1213-14 CITY NATIONAL BANK BUILDING. D. 1705.

BOOST FOR OMAHA

The Columbia Fire Underwriters
OF OMAHA
Home Office—Entire Third Floor Merchants National Bank Building, Phone Douglas 461.
J. O. Talmage, Manager. M. E. Lease, Assistant Manager.

BALDRIGE-MADDEN CO.
GENERAL INSURANCE
Phone Doug. 200. See Building.

INSURANCE

FIRE—TORNADO—AUTOMOBILE—PLATE GLASS—BOILER
BURGLARY—HEALTH AND ACCIDENT

ALFRED C. KENNEDY
209 First Nat'l Bank Bldg. Phone Douglas 722.

"LION" BONDS
Are worth 100 cents on the dollar.
It costs you no more to cover your employees with a dependable bond than it does with a questionable one.

Our Bonds are Free From Technical Phrases.

Lion Bonding & Surety Co.
W. O. W. Bldg. Phone Douglas 678.

Beedan Insurance Agency
ALL KINDS OF INSURANCE.
D. 3959 W. O. W. BLDG.

Insurance, In All Its Branches
—AT—
Webster, Howard Co.
Phone, Douglas 970. 330 Bee Bldg.