

**TENTH ANNIVERSARY OF THE  
NEW ENGLAND INSURANCE  
EXCHANGE, HOTEL VENDOME,  
BOSTON, MASS. JANUARY 6,  
1893**

Published @ 2017 Trieste Publishing Pty Ltd

ISBN 9780649719129

Tenth Anniversary of the New England Insurance Exchange, Hotel Vendome, Boston, Mass.  
January 6, 1893 by Various

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Edited by Trieste Publishing Pty Ltd.  
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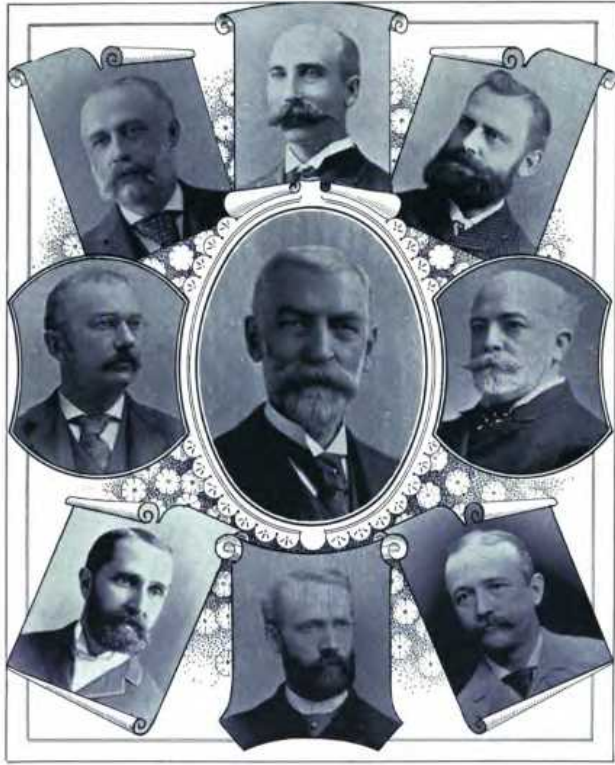
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**VARIOUS**

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A COTERIE OF EXCHANGE OFFICIALS, PAST AND PRESENT.

GEORGE P. FIELD, Pres., 1885.

HENRY E. HESS, Pres., 1887.

BENJAMIN R. STILLMAN, Pres., 1889.

U. C. CROSBY, Pres., 1891-4, '91.

MONSIEUR R. EMERSON, Pres., 1892.

C. M. GODDARD, Sec., 1891-3.

GEORGE W. TAYLOR, Pres., 1895.

HENRY R. TURNER, Pres., 1896.

FRANK A. COLLEY, Pres., 1899.

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OF THE

New England Insurance Exchange

HOTEL VENDOME, BOSTON, MASS.

JANUARY 6, 1893.



1893  
THE STANDARD PUBLISHING COMPANY  
BOSTON, MASS.

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*Sub of  
Bd. of Administrators of Pacific*

Officers, 1893.

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PRESIDENT :

C. B. FOWLER.

VICE-PRESIDENTS :

E. C. BRUSH.

E. C. NORTH.

A. C. ADAMS.

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G. W. HINKLEY.

J. J. DOWNEY.

C. L. WOODSIDE.

G. HERBERT IDE.

SECRETARY :

C. M. GODDARD.



TENTH ANNIVERSARY  
OF THE  
NEW ENGLAND INSURANCE EXCHANGE,

January 6, 1893.

The tenth anniversary of the New England Insurance Exchange was celebrated by a banquet at Hotel Vendome, Boston, Friday evening, Jan. 6, 1893. It was a successful and auspicious event, being attended by nearly two hundred fire underwriters, among whom were some of the most prominent officers and managers in the country.

The celebration began with a reception at 4 o'clock, P. M., in the hotel parlors. At 6 o'clock the members and their guests repaired to the dining room. The tables were arranged in four rows the length of the hall and crossed at the top by another at which were seated the principal guests of the evening, President Emerson occupying the centre. On his right were George L. Chase, president of the Hartford Fire; D. W. C. Skilton, president of the Phoenix of Hartford; J. H. Washburn, vice-president of the Home; J. Montgomery Hare, manager of the Norwich Union, and George P. Sheldon, president of the Phenix of Brooklyn. On his left were George S. Merrill, insurance commissioner of Massachusetts; John C. Paige of Boston; Samuel P. Blagden, manager of the North British; James F. Dudley, secretary of the Aetna; Osborn Howes, Jr., secretary of the Boston Board, and F. C. Moore, president of the Continental. The ends of the table were occupied by U. C. Crosby, historian, and Amos Sherman, toastmaster of the occasion.



Other guests and members of the Exchange present were as follows:

GUESTS.—Robert B. Beath, secretary National Board; C. L. Hedge, president New York State association; S. B. Stearns, president, and S. C. Eastman, secretary, New Hampshire Board of Underwriters; C. M. Goddard, secretary New England Insurance Exchange; O. P. Clark, ex-secretary New England Insurance Exchange; Charles W. Whitecomb, fire marshal, Boston; C. M. Ransom of THE STANDARD; H. R. Hayden of the *Weekly Underwriter*; Charles C. Little, secretary, J. W. Barley, general agent, and Everett U. Crosby, manager sprinkler department, Phenix of Brooklyn; T. Y. Brown of New York; J. J. Cornish, special agent Home; Thomas F. Goodrich, vice-president Niagara Fire; George Wensley, superintendent of agencies Norwich Union; Henry C. Short, secretary Fireman's Fire, Boston; Charles E. Chase, assistant secretary Hartford Fire; J. A. Macdonald, president Queen; William B. Clark, president *Etna*; W. W. Underhill, president United States Fire; M. A. Stone, president, and C. D. Barton, general agent, Greenwich; A. J. Wright, president Springfield F. & M.; Benjamin J. Ackerman, manager State Investment & Insurance Company of San Francisco; C. H. Waite, general agent, and George E. Brewer, superintendent of agencies, Sun Insurance Office. Frank Jones, president, A. F. Howard, secretary, Granite State; Francis Peabody, president American of Boston; George A. Park, secretary, and Charles S. Park, assistant secretary, First National; J. C. French, secretary, and G. Byron Chandler, treasurer, New Hampshire Fire; W. T. Barton, president Merchants', Providence; F. O. Affeld, manager Hamburg Bremen; J. McCord, assistant general agent Hanover; J. L. Caven, vice-president United Fireman's; James Nichols, president National Fire; George W. Hoyt, assistant manager of the Liverpool & London & Globe; Thomas L. Churchill, chief inspector New England Bureau of United Inspection; H. E. Russell, local agent, Boston.

MEMBERS.—A. C. Adams, A. C. Anthony, G. H. Allen, Henry N. Baker, S. S. Banks, N. S. Bartow, H. S. Bean, A. L. Berry, George B. Bodwell, W. A. R. Boothby, W. H. Boutell, J. H. Burger, A. S. Burrington, M. R. Buxton, Frederick B. Carpenter, O. B. Chadwick, Arthur A. Clarke, S. B. Clarke, J. B. Cornish, E. B. Cowles, W. F. Dearborn, Jr., D. J. DeCamp, Thomas H. Dooley, J. J. Downey, J. D. Eaton, W. I. Fay, W. G. Fitch, H. V. Freeman, James M. Forbush, C. B. Fowler, G. A. Furness,

A. B. Gillette, William R. Gray, J. F. Hastings, A. T. Hatch, George W. Hinkley, H. L. Hiscock, J. Edward Hollis, Samuel G. Howe, G. Herbert Ide, Henry J. Ide, G. B. Kearley, C. W. Kellogg, George E. Kendall, J. L. Kendig, Henry A. Knabe, James H. Leighton, George E. Macomber, Charles E. Macullar, N. A. McNeil, George Nealey, E. C. North, Thomas L. O'Brien, Charles D. Palmer, F. D. Parsons, S. G. Parsons, Daniel Prentice, S. B. Reed, J. J. Reid, C. H. Rice, W. F. Rice, Fred Samson, Frank W. Sargent, Albert W. Sewall, George Shaw, George L. Shepley, C. F. Simmons, A. K. Simpson, A. R. Slade, Jr., Charles M. Slocum, W. H. Smith, H. H. Soule, F. H. Stevens, C. E. Stickney, R. James Tatman, George W. Taylor, W. T. Teale, James E. Tillinghast, G. K. Tinker, Henry R. Turner, E. L. Watson, F. A. Wetherbee, H. S. Wheelock, Henry F. Whitney, B. B. Whittemore, C. H. Wilkins, H. P. Wood, Silas P. Wood, A. L. Frisby, W. B. McCray, William H. Hellyar, F. T. Noble.

HONORARY MEMBERS.—C. G. Smith, manager Factory Insurance Association of Hartford; George P. Field, manager Royal and Pennsylvania, Boston; Curtis Clark, insurance, Boston; C. E. Galacac, vice-president Phoenix, Hartford; E. G. Richards, secretary, and B. R. Stillman, assistant secretary, National, Hartford; J. C. Hilliard; F. A. Colley, superintendent of agencies, London & Lancashire; G. O. Carpenter, insurance, Boston; A. H. Wray, assistant manager Commercial Union; Samuel J. Whyte, general agent Springfield F. & M.

The following is a full stenographic report of the after-dinner exercises:

Mr. Emerson—I need not say to you, gentlemen, that the meaning and significance of this gathering is the commemoration of the tenth anniversary of the organization of the New England Insurance Exchange; but I must not forget to remind you, as we sit around this festive board, that "not only to feastful mirth is this white hour assigned, but also to sweet discourse—the banquet of the mind." It is with sincere pleasure that I extend to you all fraternal greetings, and on behalf of the Exchange, especial cordial welcome to *you*, our invited guests. We gratefully recognize that in honoring us by your presence on this occasion, you show your approval of what we have done in the past and encourage us to go forward with renewed energy and devotion to the principles of our association towards the com-

plete accomplishment of the purposes for which the Exchange was founded. It is not my purpose at this time to refer to the causes which led to the organization of our association, nor to enlarge upon the work which we have done during the past ten years in promoting the common interests of fire insurance in New England. This duty has been assigned to our honored first president, and I am most happy to introduce our historian, Mr. U. C. Crosby.

#### ADDRESS OF U. C. CROSBY.

*Mr. President and Gentlemen:* The record of ten years in any line of business is interesting and instructive. The last decade has been marked by special and most wonderful advance, and the profession of underwriting has not been an exception.

The fire insurance business in New England during the years 1881, 1882, and 1883 was in a demoralized condition, and outside the territory the situation was little better. Each company acted independently of the others on nearly every question. Suspicion of trickery was rife. If the special agent of a company was known to visit a local agent or a risk, other specials immediately followed to determine, if possible, the purpose of the first. The assured put up their insurance at auction; advertised for sealed bids for the lowest rate or premium. The cost of insurance received practically no consideration; in fact, was an unknown quantity. There was a mad rush for business on the part of local and special agents, and the last man on the ground usually captured the risk. All manner of schemes to secure business were considered and practiced, with no concert of action on the part of the companies and with no attempt at improvement or consideration of general principles of underwriting. With the feelings of distrust and jealousy entertained by each company, the conditions were such as to arouse on the part of underwriters great anxiety and gloomy forebodings, and give to the assured a sense of insecurity and hearty contempt for our business methods. Today every agent in New England has