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#### YOUR NAME

Is Printed in the DIRECTORY OF

INSURANCE AGENTS OF THE UNITED STATES; which Directory is a prominent feature in the Insurance Blue Book for 1874, now publishing by the Insurance Monitor, 176 Broadway, New, York.

This INSURANCE BLUE BOOK is a new thing, and one of the most valuable publications ever offered to the Insurance people of the world. The following brief summary of its contents will give you a notion of its character.

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R. H. MAGILL,

General Insurance Agent and Adjuster of

Twenty years' experience in the business of Fire Underwriting justifies the assurance that entire satisfaction will be given those who may avail of my services.

PERSONAL.

San Francisco, May 26# 1874

EM Muse G' San Diejo LINI

Not knowing what has been said of or about me to the Agents of the "Phænix" on this Coast, I cannot imagine what their feelings are towards me; but, associated so long, and having labored together so faithfully and successfully in securing the Company a position enjoyed in no other portion of the Union, I have a feeling of true brotherly love towards my co=laborers, which prompts me to thank them most feelingly and sin=cerely for the cheerful support they have ever awarded me in the discharge of my duties as Manager, and to express to them my high opinion of them as gentlemen and friends, and my appreciation of the pleasant and agreeable correspondence resulting from a business connection now severed.

It is an old and true saying that "there are always two sides to a story," and while, as before stated, I do not know all that has been said of me, it will be appreciated by all fair thinking men, that the side already exhibited, has been offered as an endorsement of the removal and contemplated ruin of one who has been a faithful advocate of the "Phænix" since its incorporation, and a transfer to other parties of a valuable business, and system of agencies which it has taken eleven years of toil to build up and perfect, and as such, must have been painted in the darkest colors.

My troubles were the result of an extra effort to promote the interests of my department, and though I may have erred in judgment—as many a man has done before—my intentions were honorable, and had I been awarded the short time asked for to repair the past, all would have been well and my property saved from sacrifice; and this I certainly expected of a Company for which I labored so faithfully and steadily for over seventeen years.

I leave it with all my old friends and business associates, those who have known me for the past eleven years, to pass on my qualifications and efforts as an underwriter, my attention to business, my interest in the success of my department, my character as a man, and my mode of living, and am willing to rest my case with them and abide their verdict.

Though at present acting in capacity of Adjuster and General Insurance Agent, I hope at no distant day to be again the manager of some good Company, and when thus situated will strive to merit as great a success as was awarded me in the past.

Wishing you health, happiness, and a most bountiful supply of this world's goods, and in the hope that in my dark days I retain your friendship, good will and sympathy, and that you will favor me with a call when next in the city, I remain as ever,

Yours faithfully,

Address, Lock Box 1152.

## DIRECTORY OF THE INSURANCE AGENTS OF THE UNITED STATES AND CANADAS.

In the Insurance Blue Book for 1874 was the first attempt to publish a directory of agents throughout the country. It was, on the whole, a marked success; but it contained some errors from which I greatly desire this year's list to be entirely freed. I therefore beg that you will kindly look over the printed slip sent herewith, make a complete revision of the same and return it to me at your earliest convenience. I desire to ask your attention to the following points:

- I. Furnish the names of ALL agents and brokers, Board or non-Board; general, local or sub.; fire, life, marine, or accident.
- II. Designate the specialty of each with care: Thus, F. for Fire Ins. Agent; L. for Life; M. for Marine, B. for Broker, S. for Solicitor or Sub-Agent; combining the initials F. & M. for Fire and Marine, L. S. for Life Solicitor, etc., as the case may be.
- III. Write names plainly and be sure and spell them correctly.
- IV. Erase the names of all who are no longer in the business, whether the parties have resigned, removed, or died. Please be particular about this.

### Advertising Cards in the Directory.

I shall admit advertising cards at the rate of

20 cents per word for 20 words or less;

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The name alone is not counted, but every other word, or initial, or date, or sum in figures, must be counted.

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SAMPLE of column from the Directory of Insurance Agents in the Insurance Blue Book for 1875, with advertising card.

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eral Insurance Agent and Adjuster. No other business. 1866. State Agent "Travelers." W. L. Corbin, Special Partner.

The Blue Book Itself.

This work is simply invaluable as a book of reference. It will contain a directory of all the companies in the United States and Canadas (about 1,000 in number) whose names, locations, and official staff can be ascertained; and a statement of condition, showing the assets, liabilities, income, and expenditures of each whose official figures can be obtained. Last year the DIRECTORY contained 897 companies, and STATEMENTS were obtained from 398-fire, life, marine, and accident. The Directory of agents in which your name will appear is to cover about ten thousand agents. There will be a complete resumé of the

Offices of the Insurance Monitor

insurance litigation of the year, with digests of all the decisions made in the upper courts, State and Federal. A brief but very complete synopsis of the insurance laws of the several States will be given. Papers from official sources on the National Board and the Chamber of Life Insurance will appear. A great number of matters, statistical, historical, tabular, legal, statutory and literary, of general interest and utility to insurance and business men, will fill the work, not the least attractive of which will be a portrait gallery of prominent Insurance Agents.

176 BROADWAY, NEW YORK.

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The Insurance Blue Book will be handsomely gotten up, printed on fine tinted paper, bound in blue cloth with gilt, and will be sold, as heretofore, at the low price of \$1.50 per copy. Sent post paid on receipt of the price. Names of purchasers (agents) printed in Agents' Directory in CAPITAL LETTERS for fifty cents extra.

All orders must be accompanied by the cash; attention can not be given to any other. Remit by postal order, if possible, but in any event do not send bank bills in the mail; the risk of remittances so sent is declined. Orders filled in the rotation received.

The book will be out about April 1st, or as much sooner as the official figures can be obtained from the companies. the publisher,

C. C. HINE,

AND THE INSURANCE LAW JOURNAL.

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-14-Pages-

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Write your advertisement very plainly and distinctly; count the words carefully, and remit according to the foregoing schedule. ALL ORDERS MUST BE ACCOMPANIED BY THE CASH; NONE OTHERS WILL BE BOOKED. If gentlemen will consider for a moment, they will see that the whole thing can be settled without the delays of correspondence—for which there really will not be time. The tariff is very plain and specific.

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MANAGER.

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E.W. Morse Esq. Sandiego Gal Dear Sir

Telong and and every that you have found it nearway to risign our bompany, I think you would find it pay to late the eld, und drop the others for unless you can unimisale come mo who would pull with you, we will have to appoint an agent who will probably come into competition with you for many of your ning the claim our to be the equal of any of the Board let the lapping of many of them, and will beglish to hear again from you vid the unified before we make any appointment a landage

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To the Directors of the Masonie, Building astoceation I will haule the brick for the exection of the building cor 6- & H Streets for the sum of 69 per Me 3 Albert Bowman

To the Musonin Building Coss " I will take the souther! for houling your bristos at seventy fire cents for thousand Son Duy Larrand Wesens

I Wa Brown of Landrega Noth agree to build bryself li deliner the Brick for The building of the masonic Aguilding Land Brick to be Received, at the Brick Kiln in Lan Diego Colin Jor 86 de Eighty five Cents ha Brown

To the Ductors of the morning B. a. The Underind anditing Commother of yer Board would refert that they have examin the Books & assounds of S.W. Craigue Treasur and find that his has received from 3. Hourd form her the sun of \$2173.51 and from geo. How dery a lotal of \$4,234.11 and that he has disburd upon the drafts of the Mes a lotal with his for leaving a balance in the Treasury of \$8.51 which agrees with his and me also find from Nefert made by In Min Presel that the has and \$40 = from Good Stem Legen ling the 32 out from Chalus Srott + Jest the theres of 1874 amounting to \$37,39 leaving in hit hands the sure of \$11.12. We have also examen the refort and find that he has collected from the Stockholdes as arrennests the Diego upon the wote of the aurorieties a total of \$7190. and that he has faid to the Treasurer as should Sundies vir - 136.60 Sundies vis making a total \$ 6601.20 Fearing

a halans in his hands of \$588,80 Disfly submitted Sun Brigo Trely 26/25 AP Knowls

142 spares @ 45 lested is \$ 6390. 7190. 6464.60 aunt for house 725.40 Credito 37. 25 taxes 1873 59 8.1 30. 00 unollester 136.60 due by 40.00 prine \$588.8 Seo Home Jerretry 20,00 allound 1175 Prine recording Juchson XCS 4

