

DOUBLE ADVANTAGE OF INSURING EARLY IN LIFE.

The man who insures early in life has a double advantage over the man who insures at a later age; he is protected for a longer period and his insurance costs less.

The New York Life illustrates this by the results of three policies on the ordinary life annual dividend plan issued, the first in 1872 to an applicant of 24 years of age; the second in 1882 to an applicant of 34 years of age, and the third in 1892 to an applicant of 44 years of age. All three policyholders are now living and are 65 years of age. On a \$10,000 basis, his insurance has cost the first, \$5,866.40, the second, \$6,219, and the third, \$6,516.60, while their net premiums for the present year are \$95.50, \$148.20 and \$247.90 respectively.

Commenting on these results the company says:

(1) The man who insured at 24 paid in total premiums from age 24 to 65 much less than the man who insured at 34, or the man who insured at 44.

Besides he enjoyed the benefits of the protection for 20 years longer in one case, and for 10 years longer in the other.

The man who insured at 24 after having had the same protection for an extra 10 or 20 years has money left with which to buy more insurance, or to invest in other ways if he prefers. The insured at 24 thus saved \$352.60 more than if he had insured at 34, and \$650.20 more than if he had waited until he was 44.

First Advantage—money saved on the sum total of premiums paid, with from 10 to 20 years' additional protection.

(2) The man who insured at 24 enjoyed another advantage:

His insurance for the future, after arriving at age 65, will cost him much less per year to carry than it will the other men.

For instance: His net annual premium for 1913, after reaching age 65, as cited above for a \$10,000 Ordinary Life policy, Annual Dividend plan, is only \$95.50 (dividend deducted), while the man who insured at age 34 pays \$148.20 (dividend deducted), and the man who insured at 44 pays \$247.90 (dividend deducted) for the same protection.

Second Advantage—money saved on future annual premiums.

THE MANUAL OF STATISTICS.

Changes in the organisation and capital of various railroads have marked the past year, while the new industrial companies which have been brought into public notice in the same period are extremely numerous. These matters are fully covered in the 1913 edition of *The Manual of Statistics*, which is the thirty-fifth annual issue of that standard publication. It adequately presents the organization, finances and position of all the leading railroad and industrial companies in the United States and Canada, with details of the numerous new stock and bond issues of such organizations. The figures in reference to industrial and utilities companies are presented with similar completeness, and the volume also includes statements of practically all the new organizations of that kind which have an interest for the stock market and investing public. The 1104 pages of this handsome, compact and carefully compiled reference volume present a greater fund of

information for the use of investors and speculators than any other work of the kind. It also embodies ample information regarding government securities, mining stocks and the grain and cotton statistics. Its utility is increased by an arrangement rendering references to the different sections easy and satisfactory. The volume is one which investors and all who are interested in the financial and other markets of the country cannot afford to be without. It is published by *The Manual of Statistics Company*, 20 Vesey Street, New York. Price \$5.

INSURANCE NOTES & NEWS

Money invested in life insurance is saved, not "spent."—*Insurance Age*.

The Home Insurance Company of New York is increasing its capital stock from \$3,000,000 to \$6,000,000, the additional capital to be taken from the surplus.

The London & Lancashire Guarantee & Accident has been licensed by the Dominion Department for automobile insurance, and the British America for hail insurance.

Hall & Henshaw, of New York, have been appointed managers of the Law Union & Rock Insurance Company, of London, for the United States, excepting the Pacific Coast, succeeding A. F. Shaw. The appointment takes effect on July 1.

The National General Insurance Company of London, England, and its subsidiary companies, namely, the Royal Scottish Insurance Company, Sprinkler & General Insurance Company and the National Live Stock Insurance Company, are proposing to sell their entire good will and office effects to the Licenses Insurance Corporation for £100,000.

The programme of the annual meeting of the Life Underwriters' Association of Canada, to be held at Ottawa, August 19-21, will include an address by James V. Barry, assistant secretary of the Metropolitan Life of New York. An announcement of this fact says that "Mr. Barry will have something to say of interest to every industrial man in attendance, and appreciation of this fact will be shown by a large attendance of them."

Baseball and football heroes are quickly snatched up by some companies to go out and reap a harvest among their admirers. Christy Mathewson, the famous New York Club pitcher, is a regular agent of a prominent accident company, his specialty apparently being insuring the lives of baseball players. The idea could doubtless be extended indefinitely and is practically certain of considerable more development. All branches of the business have to be constantly recruited to give new blood to the agency department and this method is regarded by some companies as having some special advantages.—*Insurance World*.