

## A Seasonal Fairy Story: How Reads Your Policy?

Fairy story: The annual report showed that the cost of doing business had been pretty high, at least the directors said so, and they were finding places where they could make cuts in the overhead. Two men, about equally valuable to the firm, and equally paid, were under the acid test. Would they dare reduce these men?—or, since both had earned, and were expecting, increases in pay, would increases have to be given to both? It was what is called a plain business proposition. That's pretty blunt, but the truth is blunter still: man against man, life against life: essentially it was just as primal as two dogs scrapping for a bone. Although the two men whose futures were involved were about equally efficient, they were not in the same circumstances. One always saved, and he carried all the insurance he could afford. The other was more happy-go-lucky, let the tail go with the hide, and the more he earned the more he spent. He was not fore-handed, but his friend and fellow worker was. It is a long story, but at last identical propositions were put up to both: no increase, in fact a little reduction. Hail-Fellow-Well-Met had to accept; it nettled him, but he had to accept it. The other man politely returned the proposition, accompanied by his resignation. In the resulting conference, the proposition was withdrawn. He had used his job wisely, to make himself independent of it. And he was too valuable to let go. Yes, just a fairy story—but after all...



John Jones had returned to the United States and decided to remain there, so he wrote to his friend in Manila to dispose of his house for him. Early in the development of Malate, when land was cheap, he had bought and built. Now he wanted so much, cash, for the investment. His friend spread the news. It reached Smith,

who had been on the lookout for something of the sort: years ago he had equipped himself with an endowment policy, against emergencies and for the sake of saving. It now had a considerable borrowing value, and he could easily cover the rest with a mortgage; and he would be quite safe, because values in Malate were rising all the time. He turned the deal and made \$2,000. Selling soon at a figure which netted him this amount, he cleared his insurance again and got in a position to wait for something else to turn up. The insurance, all the time, had seemed to be a drain on his purse; and it had been, but the money, when he needed to use it temporarily, was found to have drained right back into his purse again. While he is waiting for something to turn up, he is waiting like the Bank of England waits, not like Micawber.

Someone capable of doing so ought to write a history of banking, which would embrace, of course, that of trust companies and insurance companies. Besides being a good banker, he

## American Asiatic Underwriters, Inc.

### GENERAL INSURANCE

General Agents and Attorneys—

United States Fire Insurance Co., of N. Y.  
Agricultural Ins. Co., of Watertown, N. Y.  
Hudson Insurance Company of New York  
The North River Insurance Company  
National Union Fire Ins. Co., of Pittsburg, Pa.  
National Union Indemnity Co., of Pittsburg, Pa.  
Asia Life Ins. Co., Inc., of Wilmington, Delaware

China Bank Building  
Manila, P. I.

Telephone  
2-21-86

should be a historian—able to visualize the effect of new tools in man's hands upon his social life. What an inspiring passage in that book would be the chapters relating to the Jews in the medieval period of western Europe. Persecuted everywhere, with special and iniquitous laws applying against them, they could get no foothold on the soil, in the hands of national aristocracies, and were compelled to keep their wealth in chattels which they could conceal, more or less, from seizure and confiscation. Precious stones served this purpose, and cash, particularly gold. The Jews, of course, were merchants and bankers: as such they appear everywhere in the literature of the period. They bought and sold internationally, bought English woollens and sold England wine. But they had

**LIFE INSURANCE** is

- To the Young Man - **THRIFT**  
It enables him to lay a foundation for after years.
- To the Family Man - **PEACE of MIND**  
It satisfies his desire to provide for his dependents.
- To the Business Man - **PROTECTION**  
It provides a sinking fund—is an asset to any business.
- To the Widow - **MAINTENANCE**  
It maintains the home in comfort, and provides an education for the children.

**What Is it to You?**

The  
**Manufacturers Life Insurance Co.**

E. E. ELSER, General Agent  
405 Kneeder Building, Manila  
P. O. Box 598 Phone 2-24-29

## The Insular Life Assurance Co., Ltd.

MANILA, P. I.

**L**ow rates  
liberal conditions  
local investments  
loans on real estates repayable monthly instalments, at low interest

If a mindful man with a fixed salary dies, he will only leave a small saving to his family

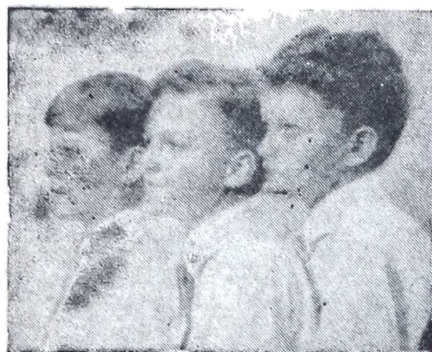
For about ₱31.00 annually

our company guarantees the payment of ₱1,000 to your wife or sons in case of death, or to the insured himself if he survives the policy.

Call or write for particulars to:

HOME OFFICE	C. S. SALMON
4th Floor, Filipinas Bldg.	3rd Floor, Gaches Bldg.
Plaza Moraga, Manila, P. I.	Escolta cor. T. Pinpin 115
P. O. Box 128	P. O. Box 734, Manila

V. SINGSON ENCARNACION, President  
J. McMICKING, Manager



As each of these three Manila boys and their baby brother reaches the age of 18, he will have a paid-up annuity large enough to help him through college.

to be wary about this, and so they devised a system of international credits among themselves. They "accepted" each other's obligations, and would pay cash or load ships with goods according to these acceptances. This was the inception of international banking, through the medium of which, today, supplemented as it is with the cable and radio, the mails and insurance, it is easily possible to get for Philippine products the ruling prices throughout the world. Cargoes are shipped with absolute security, and payment for them is in hand before the ships leave dock.



The medieval period lingered in the Philippines, where pronounced aspects of it still prevail. What it was here in its prime is vividly seen in this month's story by Percy A. Hill, *The Price of a Hat*, and the one last month by the same writer, *A Christmas Gift From The Greeks*. Both are capital tales, of recorded incidents. Then it did not do for natives to seem too wealthy, the habit of concealment grew upon the people, which persists today: there are many families of comparative wealth who have a great deal of cash about their premises, hidden. This is not enlightened thrift, for wealth hoarded in this way is removed from circulation. Instead of earning interest, it earns nothing and is liable to damage or destruction; it isn't like the old Mexican silver, for most of our money today is specie certificates, paper which the treasury will redeem in coin. Money, much or little, is properly kept in banks. They are safe, they are licensed and watched by the government. They pay for the use of money, which they return upon demand; and when money is in their custody it is in active circulation. Bank deposits continually increase in the Philippines, but they are far from what they will be when everyone has learned to bank his money instead of hiding it away. The old reasons for hiding money are all gone, and the habit should go too.



Are your life insurance policies antiquated? How long have they been in force?—For a number of years conditions governing life insurance have been undergoing remarkable changes, following the great modern business rule of consolidation of common interests: selling the public as much as you can instead of sticking on to the price *all the traffic will bear*. In the days when a cynical railroad magnate made this phrase famous, insurance was different from what it is since the notorious Hughes investigation: and its apparent adversities have proved its redemption. Anyway, whatever the occult reasons may be, policies offered today are more liberal than those of a dozen or so years ago: double indemnity in case of death by accident, for example, and annuities, etc., in case of partial disability, together with fully paid-up value in instances of total earning incapacity. The *Journal* understands that different companies handle the matter in different ways, but that it all amounts to bringing the old-type policies, which were less favorable to the insured, up to date.

# The West Coast Life Insurance Company

offers

A full line of modern life insurance contracts designed to meet every need of business or personal protection.

For particulars and quotations consult the

## Philippine Branch Office West Coast Life Insurance Co.

Kneeder Building

Telephone 664

Manila, P. I.

LIFE TABLE FOR NATIVE-BORN, BOTH SEXES (1920), IN THE CITY OF MANILA

Age interval, period of lifetime between two exact ages.	Of 100,000 persons (both sexes) born alive.		Rate of mortality per thousand; number dying in age interval among 1,000 alive at beginning of age interval.	Expectation of life; average length of life remaining to each one alive at beginning of age interval.
	Number alive at the beginning of age interval.	Number dying in age interval.		
0-1	100,000	21,538	215.38	34.25
1-2	78,462	6,701	85.40	42.51
2-3	71,761	3,297	45.94	45.44
3-4	68,464	1,894	27.66	46.60
4-5	66,570	1,315	19.76	46.91
5-6	65,255	572	8.77	46.85
6-7	64,683	508	7.85	46.26
7-8	64,175	458	7.13	45.62
8-9	63,717	421	6.61	44.94
9-10	62,296	396	6.25	44.24
10-11	62,900	380	6.04	43.51
11-12	62,520	373	5.96	42.78
12-13	62,147	372	5.99	42.03
13-14	61,775	378	6.12	41.28
14-15	61,397	389	6.34	40.53
15-16	61,008	403	6.61	39.79
16-17	60,605	421	6.94	39.05
17-18	60,184	440	7.31	38.32
18-19	59,744	459	7.69	37.59
19-20	59,285	480	8.09	36.88
20-21	58,805	514	8.74	36.18
21-22	58,291	518	8.88	35.49
22-23	57,773	540	9.34	34.81
23-24	57,233	558	9.75	34.13
24-25	56,675	574	10.12	33.46
25-26	56,101	587	10.46	32.80
26-27	55,514	633	11.40	32.14
27-28	54,881	650	11.84	31.51
28-29	54,231	665	12.26	30.88
29-30	53,566	679	12.67	30.25
30-31	52,887	691	13.06	29.64
31-32	52,196	702	13.45	29.02
32-33	51,494	712	13.82	28.41
33-34	50,782	721	14.19	27.80
34-35	50,061	728	14.55	27.20
35-36	49,333	736	14.91	26.59
36-37	48,597	742	15.27	25.98
37-38	47,855	748	15.63	25.38
38-39	47,107	754	16.00	24.75
39-40	46,353	760	16.39	24.17
40-41	45,593	766	16.79	23.56
41-42	44,827	771	17.21	22.96
42-43	44,056	778	17.67	22.35

Readers interested in Manila life statistics beyond the age of 42-43 are referred to Dr. Eugenio Hernandez's article in the October number of *The Philippine Journal of Science*.