

INSURANCE OF LIVES.

The Recent Remarks of Matthew Marshall Call Forth

AN INTERESTING CRITICISM.

Errors Commonly Made by Those Not Familiar With the Business.

BIG BUILDINGS SAFE INVESTMENTS

To the Editor of The Dispatch:

An article appeared in your issue of Monday by Mr. Matthew Marshall, which as it written by one who is evidently, from his article and from his own admissions, familiar with the principles of life insurance, might convey an erroneous impression. If you will allow me the use of your columns I would like to correct a few errors he makes and which are commonly made by others.

The first error he makes, and one commonly made by those unfamiliar with the principles of life insurance, is in stating that the surplus of the company is so much unnecessary profit which the company's officers, directors or trustees have made from policy holders. The fact is that the surplus of nearly every large life insurance company in this country belongs principally, if not altogether, to its policy holders, and it is merely money which the company have on hand to pay dividends at some future time. For instance, of the surplus of the company referred to, about \$14,000,000, nearly \$9,000,000 of this sum is not yet returned. It is virtually a sinking fund to meet its Tontine obligation, and therefore cannot by any possibility be construed to be an excessive profit which the company has made from insurance. Moreover, the company referred to, as is the case with nearly all life insurance companies, is a mutual company. There are no stockholders or directors who have any legal right to make any money from the company other than to pay the actual expenses of its management.

What a Surplus Indicates.

This fact is often overlooked by persons who imagine that life insurance companies are stock corporations and that the surplus is often erroneously conveyed that the assets or surplus of life insurance companies are profits from the business. It is just as when a railroad company is gathering together money to meet interest due on its bonds or stocks, except that the obligations of life insurance companies, instead of falling due at the end of each year, are generally deferred, so that under certain forms of policies dividends are payable at the end of longer periods, from five to 20 years. The fact that the company has a large surplus is only evidence that it is making provision very wisely for the payment of these obligations, and instead of showing an exorbitant profit to the company shows that it is laying up for its policy holders a handsome dividend, which the policy holders and not the company will get in due time.

Similarly the assets of a company are a sinking fund to meet its obligations as they fall due. When a company issues a policy for \$1,000 it assumes a liability to pay \$1,000 at a man's death, or if an endowment policy, at the end of a certain number of years, say 20. The law wisely provides that the company shall begin to make provision for the payment of these claims as they mature and all the company's assets, except the surplus, are what is technically called liabilities, or rather the sum of money, which with interest and future premiums, will meet the company's obligations as they mature.

Tables Not Based on Unselected Lives.

An erroneous point made by the writer of the article referred to is that the companies charge too much money, which in his unfamiliarity with the business he assigns to the alleged fact that their tables are based on "unselected lives." The fact is that most companies are doing business on the American experience table, made up from 30 years' experience of the Mutual Life Insurance Company's policy holders, which are certainly selected life, or the actuaries table compiled from the experience of 17 life offices in England, also selected lives. It is true that the company referred to use the Carlisle table, which is not based on lives particularly selected, but lives taken in a very healthy locality in England and taken at large. But one of the main objects in having examinations required by a life insurance company is to prevent a selection against the company. For example, it would not cost a company very much more than usual if it would insure the entire population of Pittsburgh and where the loss would probably not exceed the mortality tables very greatly, although it would cost more. But if no medical examinations were required as a rule the sick people of Pittsburgh would insure and the healthy ones would not, so that the company's actual experience would be far greater than the average, and to prevent this the company require the most rigid of examinations. Hostetter's Stomach Bitters. A regular habit of its use is brought about through using the Bitters, not by violent purging and griping the intestines, but by reinforcing their energy and causing a flow of the bile into its proper channel. It is a simple, safe, and reliable remedy for the tendency to inactivity of the kidneys, are conquered by the Bitters.

A Good Letter.

Persons troubled with colds or the grip will find some pointers in the following letter from a prominent Pennsylvania druggist: BRADDOCK, PA., Oct. 26, 1891. GENTLEMEN—You will please ship me soon as possible one gross Chamberlain's Cough Remedy. Out of the 60 dozen you have shipped me in the last two years I have only one dozen and a half left. I think from the sales to date this fall that our sales this winter will be greater than ever. It gives me pleasure to say that out of the whole amount that I have sold and guaranteed I have not had one customer say that it did not give him the relief claimed for it. Yours truly, AL. MAGGINI.

To the Saloon and Private Trade.

As the season is now at hand for ale and porter, the Straub Brewing Company take pleasure in announcing to the saloon and private trade that they are prepared to fill all orders promptly. We also claim that our celebrated brands of "Pilsener" and "Munich" lager beer cannot be excelled by any brewer of the States. We guarantee our beer to be four and one-half months old and all our goods are made of the very best quality of hops and malt. Ask the saloon trade for it or telephone No. 5038. THE STRAUB BREWING CO., Corner Main street and Liberty avenue. ITS

There are very few American households where bread is not the staple article of diet. It stands to reason, therefore, that the bread should be the best and most nutritious obtainable. Minceflour flour makes bread that meets every requirement of the most careful housekeeper.

Short Time Only.

Your picture free and handsomely framed given away with every dozen. Cabinets \$1 by Hendricks & Co., No. 98 Federal street, BOSTON.

REAL ESTATE SAVINGS BANK, LDM.

401 Smithfield Street, Cor. Fourth Avenue. Capital, \$100,000. Surplus, \$75,000. Deposits of \$1 and upward received and interest allowed at 4 per cent.

If you desire to decorate your house in an artistic manner, we will send an expert decorator on application, and give estimates for finishing complete.

JOHN S. ROBERTS, 719-721 Liberty street, head of Wood.

AMUSEMENT IN TRICKS.

Some That Will Furnish Entertainment for Evening Parties.

CONJURERS' SCIENCE EXPLAINED.

Mysteries That Are Very Simple When the Mask is Torn Aside.

NATURE PLAYS AN IMPORTANT PART

One of the neatest tricks for evening amusement is described as follows:

Thread a needle with strong thread. Insert the needle just under the skin of the right eye, take a stitch and carefully draw the needle and thread through to within six or eight inches of the end. Then insert the needle again, this time in the exact hole it was withdrawn from.

Continue the stitches in this manner around the apple, withdrawing the needle the last time through the first hole made, as in figure 1. The thread is entirely



Sweeping a Cent From a Palm.

It seems a very easy trick to sweep a cent out of the hand, but if done fairly it is not so difficult. Open the hand naturally and place the cent on the palm, then ask someone to brush it out with a whisk-

around the apple now, concealed by its skin, as in figure 2. Take a firm hold of each end of the thread and, holding both of the ends well together to prevent tearing the skin, pull gently.

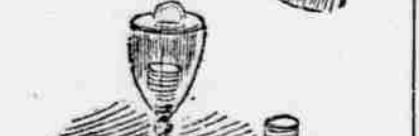
The thread cuts its way slowly through the apple until it is in two pieces when the thread is withdrawn through the tiny hole made by the needle.

If this trick is done carefully enough, the breaks in the skin will not be discernible on the closest inspection. Indeed, the only convincing proof that the apple has been cut in half will be to pare a narrow strip of skin where the needle, and thread have traveled when the apple will fall apart, as in figure 3.

The Adhesive Power of Water.

The cut here given presents a pretty experiment in connection with the convexity of a meniscus.

Take a glass and fill it up to the brim, being careful that the meniscus be concave; near it place a pile of nickels. Then some amateur how many nickels can be put into the glass without the water overflowing. Every one who is not familiar with the experiment will put in 1 or 2 whereas it is possible to put in a considerable number.



even 10 or 12. As the pennies are carefully and slowly dropped in the surface of the liquid will be seen to become more and more convex, and one is surprised to find at an extent this convexity increases before the water overflows.

Conjurers' Tricks Explained and Made Easy.

The following is a feat always the cause of great amusement to the audience. The conjurer borrows a felt hat, and requests the help of one of the spectators. The individual volunteers is invited upon the stage and requested to wear the hat. Three cards are next selected from a pack by different persons and placed within a wide-mouthed tube fitted upon the barrel of a pistol. A piece of paper, blank on one side, is pinned in the shape of a cone, with the black part inside, and is shown to be quite empty. The hat is then covered with the cone and the pistol fired at it. On removing the cone the three selected cards are invariably fixed in the band of the hat, and the closest examination will give no clue as to how they got there. Here is the explanation:

The hat is previously prepared, and is given to a confederate who takes care to occupy a front seat at the performance, and to offer his hat for the use of the professor before any one else is ready. The three cards are fixed in the band of the hat, and then a piece of cloth is shaped as to fit over the crown, is put on, and at a little distance the hat appears to be quite an ordinary one. As the cone is taken off it is pressed rather tightly, and brings the cloth away with it, the blackness of the paper preventing the audience noticing anything inside. Three duplicates of the cards fixed on the hat are "forced" on the audience—an operation requiring some little sleight-of-hand, and when it is required to show that the cards vanished from the tube a false slide in the latter is pulled over them, and the pistol appears to be empty.

The production of bird-cages from an empty handkerchief is thus performed: The sides of the cages turn over so as to rest upon the bottom, and the tops push down, so that they occupy but very little room, and can be kept in the breast pocket. The performer simply slides his hands into his pockets under cover of the handkerchief and takes out a cage by the ring upon its top, the bottom, being weighted, drops several inches and the cage is shown in its position, so that when it is uncovered it appears to be quite a solid and ordinary cage. The "Vanishing Bird-Cage" is rather larger than those used for production from the pocket, but yet it collapses into a very small space. It has a strong spring fastened at one corner, which spring runs inside the performer's right shirt sleeve, and is secured to the sleeve at the elbow. The cage is apparently thrown up in the air; but while the eyes of the audience are distracted for a second from the performer's hands the cage collapses and flies up the shirt sleeve the moment the conjurer releases his hold. If the right arm of the performer is scrutinized very closely it will be noticed that the cage causes his shirt sleeves to bulge somewhat below the elbow. The trick is really an excellent one, as few people would credit that so large a cage could be suddenly so contracted as to pass through the small aperture at the conjurer's wrist, and the fact of his coat sleeves being turned back above his elbow makes it difficult to believe that the cage goes away in that direction.

To be able to "force" cards by means of sleight-of-hand, a considerable amount of dexterity is required; but those who find that method beyond their powers can easily accomplish the feat by the employment of a "forcing" pack, though this plan has its disadvantages, as the pack can not be given for examination by the audience, and the performer is also restricted to the use of three particular cards. The pack consists of 36 cards, but only three different ones are employed, the pack being made up, say, of 12 tens of spades and the same number of clubs and diamonds. The cards are grouped together so that all the spades are on the top of the pack, the clubs in the middle, and the hearts underneath. The conjurer induces three members of his audience such as select a card, holding the pack face downward, and with the

A RELIC OF OLDEN TIMES.

Peculiar Case Unearthed by the Police Authorities in Lawrenceville.

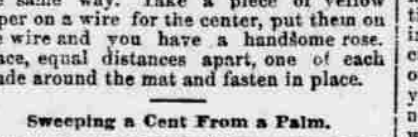
A communication was received yesterday by Chief Elliot, of the Department of Charities, from M. C. Hughes, of Thirty-fourth and Butler streets, stating that a 20 old woman named Mrs. Arthur Stansbury was sick and dying for want of proper care and attention. The woman was found in a rickety set of rooms in the rear of 3435 Butler street. The officers found her in a most deplorable plight. She was in a precarious condition and covered with vermin. The house was without a fire and the woman was suffering terribly from cold. Nothing was found on the premises, but the woman had received medical aid or had sufficient to live on. She refused to be carried into the ambulance and force had to be resorted to. She was taken to the City Poor Farm.

The house was poorly furnished, and only a few pieces of furniture were in any of the rooms. In one room was about 16 boxes and 8 trunks. They were filled with old-fashioned things of all descriptions. The contents were all of the finest and were old family heirlooms and relics. Chinaware, dresses, silverware, hats, etc., which had been the pride of a gay household many years ago were found. Mrs. Stansbury could be seen, during the summer months, strolling along the streets, attired in the finest of old styles. She presented an "antique" appearance and excited considerable interest among pedestrians. She wore long curls down her back and her hat was usually of a 1776 pattern. Her husband died a few years ago at the age of 70 years. She has not reached that age. Her husband was a wealthy man at one time, which accounts for the valuable contents of the boxes and trunks. His father was a Colonel in the Revolutionary War. There are no relatives living in the neighborhood, and it is believed the money she had when her husband died.

A PLUCKY LADY CASHIER

Seizes One of Two Robbers Who Were Making Off With the Cash Box.

BOSTON, Jan. 27.—[Special.]—Two young men with drawn revolvers attempted to rob the safe of the Sawyer-Mann Electric Company this afternoon and were finally beaten off by a plucky young woman who holds the position of cashier of the concern. The thieves secured about \$50, but they had much more in their possession at the time the cashier showed fight. There were two other young women in the room, and a big crowd was attracted by the struggle.



The very readiness of their work enabled the thieves to escape. The cashier was at the safe when the men entered, and she walked to the railing to answer the question of one of them, leaving the cash drawer open. The other man turned the key and seized the cash box. The cashier seized the robber and attempted to hold him. Her efforts, though courageous, were fruitless, except to cause the greater portion of the stolen property to be split. Her adversary soon released himself from her grasp. Then, seeing a crowd gathering in the entry way, drew a revolver. While he cowed the crowd his comrade made his escape, and then, ordering one of the other young women to precede him, the second man passed to the street, jumped into a hedic and escaped.

RE NEVER FORGETS A LOAN.

One of the Things a Man's Mind Will Remember Fully Illustrated.

At a downtown hotel a private game of poker a night or so ago was in progress. Those who composed the quintet of players were three commercial men, a theatrical manager and a physician. The play was quite "stiff" at times, and it was no common occurrence for the one holding the winning hand to pull down a pool worth \$50 or \$100.

As the game wore on the tobacco smoke bottle on the bureau diminished very much. So had the chips of the theatrical man. The physician had big luck, and stacked up before him were high towers of red, white and blue checks as evidence. The theatrical man went broke, but with that spirit which is embodied in the word hope, he asked for a loan of \$50 from his medical friend. He got it cheerfully. The play went on just as big and twice as natural. The traveling men held their own ends up, not risking much or making any rash plays. A rabbit's foot must have been in the manager's pocket, for every thing he touched, like Midas, turned to gold. It was the doctor's turn to go broke. He was down to a notch where only a measly white chip represented his capital. He looked wistfully at his theatrical friend's pile, but said nothing.

THE SULTAN OF A MISS HALL BELIEVED TO BE A SCHEME TO SEIZE A PART OF HIS ESTATE.

New York, Jan. 27.—[Special.]—The story telegraphed from San Francisco that a Miss Florence Hall intended to bring suit to obtain a portion of the estate left by the late William Florence on the ground that she is a natural daughter of the dead actor, receives no credence among those persons in New York who are familiar with Mr. Florence's character. It is possible, say these intimates, that there is such a person as Miss Florence Hall, and that she has announced her intention to enter suit; but the claim that she is an illegitimate daughter of William J. Florence is generally regarded merely as a part of a carefully planned scheme to secure part of a small estate that was earned by hard work.

"Conscientiousness was one of Florence's characteristics," said a warm personal friend of his to-day, "and if this girl had the shadow of right to call herself his daughter he would have provided for her as far as his means would allow. It is rather singular that nearly two months should elapse after Mr. Florence's death before his claim should be made. No one ever heard of Miss Hall during his lifetime, and she does not come forward until after Billy is dead and cannot defend himself."

HOURLY MAILS FOR EXHIBITORS.

A Postoffice Bigger Than That of a Large City at the World's Fair.

CHICAGO, Jan. 27.—The World's Fair is to have a postoffice large enough to supply hourly mails to 150,000 exhibitors and the force to manage it will be as large as that of the Milwaukee postoffice—between 300 and 400 men.

Such is the gist of the plans of the Postal Department as stated by Inspector Stodard, who arrived in Chicago to-day and began upon the task of working out the details.

Came From Germany for Satisfaction.

Philip Hahn, an Allegheny stock dealer, was committed to jail yesterday in default of \$2,000 bail on a charge of bigamy preferred by Mrs. Susanna Hahn, who claims that Philip deserted her and their three children in Germany about ten years ago. Hahn married wife No. 2 nine years ago. Suit has also been entered against Mrs. Hahn No. 2 on a serious charge. A hearing will be held in both cases when she has been arrested.

HELP yourself to get rid of that cough or cold, or any asthmatic or throat trouble, by using Dr. D. Jayne's Expecto-rant.

BEFORE papering your hall come and look at pattern No. 283. We have it in three fine colorings, with fringe and setting to match. It is very artistic.

JOHN S. ROBERTS, 719-721 Liberty street, head of Wood.

THE REPORT ON THE EXAMINATION OF THE NEW YORK LIFE INSURANCE COMPANY

BY THE New York State Superintendent of Insurance PUBLISHED JANUARY 22, 1892, SHOWS Assets June 30, 1891, Per Superintendent's Report, \$120,710,690.64. Assets Jan. 1, 1891, Per Company's Report, \$115,947,809.97.

Surplus June 30, 1891, Per Superintendent's Report, \$14,898,450.86.

The above surplus as shown by the Superintendent's Report is larger than that of any other purely Mutual Life Insurance Company in the world.

What a blessed thing is memory! How it brings up the pleasures of the past, and hides its unpleasantness! You recall your childhood days, do you not, and wish they would return? You remember the pleasant associations, while the unpleasant ones are forgotten. Perhaps to your mind comes the face of some friend. It was once a pale, sad face. It showed marks of pain, lines of care. It seemed to be looking into the hereafter, the unknown future. And then you recalled how it brightened, how it recovered its rosy hue, how it became a picture of happiness and joy. Do you remember these things? Many people do, and gladly tell how the health returned, how happiness came back, how the world seemed bright. They tell how they were once weak, nervous, perhaps in pain, certainly unhappy. They tell of sleepless nights, restless days, untouched food, unstrung nerves. And then they tell how they became happy, healthy and strong once more. You have heard it often in the past, have you not? You have heard people describe how they were cured and kept in health? You certainly can remember what it is that has so helped people in America. If not, listen to what Mrs. Annie Jenness Miller, who is known universally as the great dress reformer, says: "Six years ago, when suffering from mental care and overwork, I received the most pronounced benefit from the use of that great medicine, Warner's Safe Cure." Ah, now you remember. Now you recall how many people you have heard say this same thing. Now you recollect how much you have heard of this great Cure. Now you are ready to admit that memory is usually pleasing, that the highest pleasure comes from perfect health, and that this great remedy has done more to produce and prolong health than any other discovery ever known in the entire history of the whole world.

PLEASURES OF MEMORY.

VANUXEM, PEIRCE & CO., GENERAL AGENTS, - PITTSBURGH, PA. R. U. BOWES, Resident General Agent, J. H. PAGE, General Manager, NO. 95 FIFTH AVENUE, STANDARD BUILDING, PITTSBURGH.