

AMERICAN GOODS IN FRANCE.

Our Consul at Rheims gives Valuable Advice and Points of Interest to the Trade.

The best way to sell American goods in this part of France is to establish a general agency at Paris and work the surrounding territory by means of traveling or local agents.

In this manner more goods can be exported at one time and much lower rates of transportation secured. Have the catalogues and advertising matter printed in French, and have capable men familiar with the goods, for agents.

The Paris agency of an American typewriting company has established a local agency at Rheims during the past year. It has an excellent agent who has succeeded in selling many machines.

During my administration as consul I have explained many times why the merchants here do not import directly from the United States.

But the most difficult thing to do in France is to introduce an article to which the people are not accustomed. It will not do to count on selling things in France because they are popular in the United States.

Almost all articles of use are well made in France, for they are made to last and to do good service, but the article is often made too heavy. For example, all vehicles last for a long time, but the owners do not see that they are using up their horses much more quickly by adding unnecessary weight to their loads.

I am fond of driving, and I thought I would show the people here how much superior an American buggy is to their heavy and uncomfortable carts. In 1901 I imported an American phaeton weighing 440 pounds, which would be considered heavy in the United States.

Trade relations with the United States are very cordial. Denmark buys a great variety of articles from us yearly, and would buy more in various lines if our exporters and manufacturers were as active in catering to the market as are the Germans.

Throughout the West Indies and peninsula of Florida the prevailing winds are from due east, which makes the eastern coasts very healthy, while on the west coasts, where these trade winds are not so constant, the climate is less salubrious.

The latest indignities that have been subjected to in firing them from a gun. This was done by government officials, and it was found that the bugs were not injured.

CANALS OF CANADA.

The Various Systems Are Maintained and Extended at an Immense Annual Cost.

What is known as the St. Lawrence system of canals extends from Lachine, near Montreal, via the great Laurentian lakes and their connections, to Sault Ste. Marie, Ontario. These, with their feeders, have a total length of 73 1/2 miles, with 49 locks.

The Ottawa and Rideau river canal system includes a total length of navigable waters of 120 1/2 miles. There are 55 locks, with an aggregate length of 29 1/2 miles. The total distance from Montreal to Kingston by this route is 245 1/2 miles.

The amount expended on Canadian canal works and maintenance, chargeable to capital account, including the amount expended from their income, to June 30, 1902, was \$101,536,862.

The total cost of the construction of the Welland canal to June 30, 1902, was \$24,983,895, of which amount \$222,220 was contributed by the Imperial government and \$7,461,020 by the Ontario government.

SUPPRESSION OF MALARIA.

An Important Work That Is Now Being Carried On by Austrian Authorities.

Consul Hossfeld, at Trieste, has made a report to the state department in regard to the steps being taken in Austria for the suppression of malaria. According to his report, a Vienna manufacturer, Leopold Kupelweiser, prompted by the result of Prof. Koch's investigations relating to intermittent fever, has placed at Dr. Koch's disposal the island of Briunt (situated west of the peninsula of Istria) and about 60 miles south of Trieste) to enable him to continue there his investigations.

As these insects cannot fly very far, an accession of infected mosquitoes from the mainland seemed to be out of the question, and it was hoped that by cutting the sick during the cold season and then waging energetic warfare against the conveyor of the microbe the disease could be permanently banished from the island.

Do not miss this opportunity by running away to some warm, mosquito-infested region, where you will not only lose the wholesome influence of cold air, but where you will run the risk of malarial infection with all its attendant dangers and inconveniences.

Unless you have plenty of rest and relaxation, both of mind and muscle, your mirror will soon begin to cast reflections on your face, and tiny little wrinkles will appear one by one, as the stars come out on a summer's night.

The correspondent in Germany of a London paper states that the plan, which has been mooted for nearly a year, of forming a general trust or cartel of all the steel interests of Germany, seems now in a fair way of being realized.

The most common vegetables of Liberia are the sweet potato, cassava, yam and tania. The cassava is a root varying in size from six to eighteen inches in length, and from three to eight inches in circumference.

FOR FRAMING PICTURES.

Wall Paper Now Brought Into Use—Possibilities of the Paper Napkin.

The newest picture-framing idea is the use of wall papers for mats, says the Washington Star. Not only dark green, gray, blue and red carriage papers are used for mats, but the figured wall papers as well.

Another wall paper idea was a water-color sketch of a child, which was framed with a mat made of violet wall paper. The frame itself was of violet passepartout, which made it a fitting object to hang on the boudoir walls of the elderly woman for whom it was intended.

Green, yellow, brown, black and gray book linen are also much liked for mats, and when framed in the same shade of passepartout are durable, inexpensive and effective.

Remnants of Dresden, pompadour or other figured silks are often brought into requisition for this purpose, and are dainty for mats. A picture recently shown was of a woman in colonial attire, powdered hair.

TONIC VALUE OF COLD.

It Causes the Vital Fires of the Body to Burn Brighter and Consume the Rubbish.

The refreshing influence of a brisk walk on a cold, frosty morning, is due to the tonic effect of the cold air which comes in contact with the face and with the 2,000 square feet of mucous membrane lining the lungs and air passages.

Most chronic diseases are due to the accumulation of the poisons resulting from tissue work. The body, as Bouchard has said, is a factory of poisons. These poisons cannot be disposed of without the influence of oxygen.

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Beauty Sleep. Unless you have plenty of rest and relaxation, both of mind and muscle, your mirror will soon begin to cast reflections on your face, and tiny little wrinkles will appear one by one, as the stars come out on a summer's night.

COFFINS OF STEEL.

Now Largely Used Because of Frequent Grave Robberies.

Are So Strongly Made as to Defy the Utmost Efforts of Graveyard Thieves—Are Priced Accordingly.

In this progressive age invention keeps pace with the needs of humanity from the cradle to the grave. The latest thing out is a burglar-proof coffin, made necessary by recent raids of ghouls upon the cemeteries, and calculated to put those enterprising gentry out of business and deprive many budding doctors of subjects for dissection.

The deprecations of grave robbers have made these burglar-proof coffins a necessity. It is said that medical colleges all over the country use 40,000 human bodies every year for demonstration in the dissecting rooms.

The burglar-proof coffin now manufactured is more properly a vault. It is a receptacle for the casket, and in some cases is large enough to contain the wooden box in which the coffin is sometimes encased.

Another style of steel coffin has an opening only at one end, and through this the body is inserted. The end plate is then screwed on and adjusted so that only an up-to-date burglar can open it.

Although the burglar-proof coffin is comparatively a recent invention it is said 1,000 had been sold to guard against the deprecations of ghouls. Last year some Cleveland grave robbers ran across one in their operations.

The cost of a commission in the British army is well illustrated in the case of Lieut. and Riding Master Emery, of the Royal Irish Lancers, who has just gone into bankruptcy, with liabilities amounting to \$1,070.

She Had Noticed It. Forty-five (with the aid of her maid, struggling with her last season's winter jacket)—Why, Jane, I really believe this thing has shrunk!

Wife—Mrs. Astorbilt has two or three pieces like that. "But, good lands, the Astorbilts have millions where I have thousands. Don't you know that?"

FIVE ACCIDENTS IN ONE.

So the Victim Figured It Out, But the Insurance Company Thought Differently.

"The soullessness of corporations is something to stun you," said the man with the heavy mustache and the burr under his lip, writes W. H. Holland in the Philadelphia Press Sunday Magazine. "I am myself a victim, and instead of being a man of wealth and an honor to the community, I am now a relic of humanity just from the hands of a surgeon who made an earnest effort to restore me to the form in which I grew while reaching manhood's estate."

"A week ago I went around on Sunday morning to a new house that is being built for me. I climbed the stairs, or rather the ladder that is where the stairs will be when the house is finished, and on the top floor I found a pile of bricks which were not needed there. Feeling industrious, I decided to remove the bricks. In the elevator shaft was a rope and a pulley, and on one end of the rope was a barrel. I pulled the barrel up to the top, after walking down the ladder, and then fastened the rope firmly at the bottom. Then I climbed the ladder again and fixed the barrel with brick. Down the ladder I climbed again, five stories, mind you, and untied the rope to let the barrel down. The barrel was heavier than I was, and before I had time to study over the proposition, I was going up the elevator shaft with my speed increasing every minute. I thought about letting go of the rope, but before I had decided to do so, I was so high that it seemed more dangerous to let go than to hold on, so I held on. Half way up the elevator shaft I met the barrel of bricks coming down. The encounter was brief, but spirited. I got the worst of it, and continued on my way toward the roof. That is, most of me went on, but much of my spider-like clings to the barrel and returned to earth. Then I struck the roof at the same time that the barrel struck the cellar. The shock knocked the breath out of me and the bottom out of the barrel. Then I was heavier than the empty barrel, and I started down, while the barrel started up. We met in the middle of our journey, and again the barrel upped me, pounded my solar plexus, barked my shins, bruised my body and skinned my face. When we became entangled, I resumed my downward journey, and the barrel went higher. I was soon at the bottom. I stopped so suddenly that I lost my presence of mind and let go the rope. This released the barrel, which was at the top of the elevator shaft, and it fell five stories and landed squarely on top of me. And I landed hard, too. Now here is where the heartlessness of the insurance company comes in. I sustained five accidents within two minutes. Once on my journey up the shaft when I met the barrel of bricks, the second when I struck the roof, the third when I was descending and met the empty barrel, the fourth when I struck the bottom and the fifth when the barrel struck me. One accident would entitle me to \$25 a week. Five accidents should entitle me to \$125 a week, and I figured that by staying in bed for weeks I could clean up a comfortable sum. But the insurance man said it was but one accident, and he would pay me \$25 a week.

Arguing this was of no avail, and so I remained in bed four days and an hour expecting a check for \$125. Now, gentlemen, what a shame!"

NEW DRESS MATERIALS.

Place Fabrics That Will Enter Largely Into the Composition of the Season's Costumes.

In the first stuffs of the new year there is introduced a new kind of panne silk which is so extremely lustrous that it looks like panne velvet. This silk has been such as was never seen before upon the panne materials, and it is so velvety in its appearance that many women are buying it for dress trimmings upon evening gowns. Instead of the panne velvet, which costs a great deal more, says the Brooklyn Eagle.

Louisiana is found this year in the new colors, and it has taken to itself a new and wonderful surface and the new Louisiana, as one delighted modiste declares, a combination of peau de soie and satin, a texture of the former with the gloss of the latter.

And there is another new material, which is only a new form of an old material, and this is the dyed lace of the present year. Dyed laces will play a very important part in the fashionable wardrobe, and it will repay any woman to investigate them and to procure as many kinds as she can afford.

There are not so very many taffetas this year, so very few, unless one gets a very good grade or is very fortunate in one's selection. But a good taffeta has great wearing qualities and, now, it is claimed that Louisiana for a lining is the best of all things next to a very glossy light weight satin.

Keeping It Quiet. Husband—"It's ridiculous! The idea of paying all that money for a little bit of lace." Wife—Mrs. Astorbilt has two or three pieces like that. "But, good lands, the Astorbilts have millions where I have thousands. Don't you know that?" "Of course, I do; but I don't want the Astorbilts to know it."—N. Y. Weekly.

NOVELTIES IN GRAIN.

Startling Results Obtained in Wheat and Corn Production.

New Varieties Brought by Patient Work to the "Farm Test" in the United States—Some Interesting Facts.

Not very long ago Sir William Crookes, president of the British Association, asserted gloomily that by 1931 the world would not produce enough wheat to go round. His argument was that there is just so much wheat land upon the globe, and that the wheat-eating races are increasing beyond the limit of future supply.

But Sir William forgot the inventiveness of the Yankee, and the American editor who responded that if a steady price of a dollar a bushel was guaranteed America would take the contract to supply what was needed was not far wrong. The wheat lands may be limited, but the future possibilities of wheat itself are also to be reckoned with, writes Priscilla Leonard, in Youth's Companion.

Man has been raising wheat for uncounted ages, and corn for centuries; yet the grains themselves have changed very little under cultivation since our first record of them. But to-day chemistry and biology have taken a turn toward agriculture, and wheat in Minnesota and corn in Illinois have been the subjects of marvellous and successful experiment.

Ten years ago, for instance, the Minnesota state experiment station took up the idea of producing new wheats. In the beginning, a French idea, Mon. Henri Vilmorin having done some fine experimenting.

The American workers have already produced some startling results. They began by artificially cross-breeding various wheats. To do this, we are told, the experimenters went into the blossoming wheat at four o'clock in the morning, transferred the pollen of one sort to the flowers of another, tied the heads so together in tiny bags of tissue, to keep out insects or birds, and marked them with record tags. When the heads of wheat contained the seed grain were harvested, registered and planted by themselves.

Some of the infinitesimal crops turned out poorly, some extraordinarily. Out of the hundreds of wheats thus bred some eight or ten showed marked advance. These were sowed and reaped until there was enough seed to give out to farmers to use in open field trials.

It takes about ten years of patient work to bring each new variety to this "farm test." But the results justify the labor. In most cases these new wheats yielded at least two bushels more to the acre than the standard wheat, and were vigorous and healthy. In one case, where the average yield was 15 bushels, the new "Minnesota No. 103" yielded 43 bushels—a result which ought to cheer Sir William Crookes' heart.

Meanwhile in Illinois, the agricultural college at Urbana has been working away on corn, by selection and careful breeding. The Illinois experimenters, as one report puts it, have been "outwitting and reforming nature." They have aimed, not only at increasing the yield, but at controlling the elements of the kernel itself. They have succeeded in growing corn with less or more oil, or less or more protein, at will.

Remarkable Operation. Dr. Logan (M. D.), missionary in China 600 miles distant in the interior from any other physician, was attacked by symptoms of appendicitis which in his judgment demanded an immediate operation, and he was in no condition to be moved. His wife, under his instruction, undertook the operation, and with his last directions of technic before lapsing into insensibility under the anesthetic which she had administered, proceeded to perform the operation. Such was their joint success that in a short time she was able to convey her patient, together with a young baby, by ox-cart and rail, the 800 miles to a medical station for professional after-treatment. The story seems fabulous, but it comes in a letter from the parties to friends in Illinois, and thence in a special to the New York Times.