Lansburgh & Bro

BUILDING SALE OF

Ladies' and Misses' Suits.

Sold below cost to make a quick clearance.

Every Suit this season's style; made of grey; Oxford and blue; all wool; homespun; Jacket satin-lined, velvet collar, double-breasted, Eton effect; both flare and flounce-effect skirts; worth $12.50. Reduced to..... $6.90

Every Cheviot Serge Suit, double-breasted Eton effect; best quality taffeta-lined jacket; stitched taffeta on revers to bottom of jacket; flounce skirt; colors brown, castor, red, and grey, also black; all sizes; worth $15. Reduced to..... $7.90

Every Venetian and Homespun Cloth Suit, black taffeta lined; Eton effect, with stitched black taffeta vest, belt and cuffs; also stitched black taffeta band on flounce of skirt; colors red, brown, grey, castor and blue; worth $18.50. Reduced to..... $8.90

Every Broadcloth Suit, collarless, Eton jacket effect; lined with black taffeta silk; stitched taffeta vest and cuffs; also stitched band on skirt; colors blue, brown, tan, red and black; worth $22.50. Reduced to..... $9.90

Every Broadcloth Suit, cloth vest; Eton effect; beautifully trimmed, with stitched taffeta on jacket, cuffs and belt; stitched taffeta band on skirt; colors black, brown, tan, red, and blue; worth $25. Reduced to..... $10.90

Lansburgh & Bro

420 to 426 Seventh St.

CREDIT

WILL HELP YOU TO BUY A RELIABLE REFRIGERATOR, MATTINGS, GO-CART, OR GAS RANGE AT A CASH PRICE, AND GIVE YOU PLENTY OF TIME TO PAY THE BILL.

We tack all Mattings down free of extra cost.

GROGAN'S Mammoth Credit House,

817, 819, 821, 823 7th St. N. W.,

Bet. H and I Sts.

Now's the Time to Make Your Selection

BARGAINS IN USED

Grand, Upright and Square Pianos

Returned From Rent.

New Pianos of various makes at lowest prices and easy terms. Pianos for rent.

WM. KNABE & CO.,

1209 PA. AVE.

$5 to $8 Sets of Teeth

Including Painless Extraction.

Best Gold Crowns.....$5.00

Gold Fillings.....$1.00 and up

Silver Fillings.....50c and up

Hours, 8:30 to 6 p. m. Sunday, 10 to 4.

Lady Assistant.

DR. PATTON'S Painless Dental Parlors, 910 F st. nw., 2d floor.

Steinway

—and other pianos.

Music and Musical Instruments.

DROOP'S MUSIC HOUSE,

925 Pa. Ave.

Baby Carriages $3.48

Well built and substantially made. Easy running. Regular $5 Value. Cash or Credit, $3.48.

WALKER & BURKS,

1013-1015 7th St. N. W.

Special for GOLFERS.

For this week only we will sell the famous B. G. I. regular spliced DRIVERS and BRASSYS for $1.50. Regular price, $2.00 and $2.50. Golfer supplies and sundries of every description.

Golf Club repairing at reasonable prices.

WALFORD'S,

477 and 909 Pa. Ave. N. W.

Regent Shoes. All the newest and most attractive styles in men's shoes. Blacks, tans, patent leather. Equal to any $4.00 shoes made..... $2.50

943 Pennsylvania Avenue.

OF THE 540 DRESSMAKERS

In Washington, 360 Are Using Domestic Sewing Machines. Faithful, Reliable, and Trustworthy. Always Ready. No Skips. No Breaks. No Annoying Delays. The New 1900 Ball Bearing Domestic Runs So Smooth and Easy. Four hours on a Stretch Without Fatigue to You. You Can't Run Any Other Machine Over One Hour Without Getting Tired Out. C. AUERBACH, 7 & H. No Solicitors. Send Postal. 'Phone 772.

10c a Day

THE EXTENSION OF TRADE

Drummers Needed to Present the Claims of American-Made Goods.

Suggestions by the United States Consul General at Berlin as to the Best Means of Promoting the Commercial Interests of This Country.

The State Department has received from Frank H. Mason, the United States Consul General at Berlin, an exhaustive report concerning the traffic in American manufactured products in Germany. He says:

"It is one of the anomalies of the present situation in Germany that notwithstanding dull and declining home and foreign markets for most products of German manufacture, there is an unusually brisk and insistent demand for certain articles of American origin. During no recent period have so many enquiries, personal and by letter, been received at this consulate from German firms and individuals who wish to be put into direct relations with American manufacturers and exporters, as during the first three months of the current year. These enquiries cover a large range of merchandise, including small machinery of many kinds, typewriters, time and cash registers, furniture and office supplies, shoes, leather, lumber, and even dress goods and other textiles of wool and cotton which, surprising as it may seem, are now produced in the United States under conditions which, it is believed here, will warrant their export to European countries.

"The significant and gratifying indication in all this is that American manufactures, as such, are becoming well known in Germany and are appreciated and approved for their quality and price.

"But while this is true, it must be admitted that, except in a few lines, American exporters have been slow in learning the best methods of utilizing the opportunities which are offered in the German market. The makers of machine tools and shoemaking machinery, typewriters, and a few other specialties learned the lesson early and well, and have profited by their knowledge. But, as a class, the American manufacturer—incomparable as such—is still in the primary grade as a merchant in foreign fields. That this should be so is perhaps a natural result of his education and environment. His success at home has been so complete and satisfying, his confidence in American methods so ingrained and assured, that he finds it hard to realize that customers cannot be won in France, Germany, and Russia with catalogues and price lists in English; with measurements, weights, and values stated in inches, pounds, and dollars, and offering to sell his incomparably superior products for 'cash at ten days sight f. o. b. New York, sight draft with bill of lading attached.'

"The folly of all this has been explained and written threadbare in consular correspondence and published reports. It has been emphasized in the letters of German agents and importers, but still the confident exporter goes on in his efforts to 'teach foreign purchasers American methods of business.' If he ventures upon a foreign language it is almost invariably Spanish, and Germany has been strewn with Americo-Spanish catalogues and price lists which are twice as bulky and no more comprehensible to Germans than if printed in English alone. By way of making it pleasant and easy for the foreign customer, he often encloses a stamped envelope, printed with his own address, to contain the returning order. If he sends a traveling salesman or agent to study the market and make a personal progaganda, the chances are that the emissary will be a bright, energetic, capable young American, who knows all about the goods and how to sell them in the United States or England, but is ignorant of every language but English and helpless beyond the realm of his mother tongue. Even with these disadvantages, the imperfectly equipped salesman often renders a valuable service by studying the actual needs and conditions of the foreign market, finding how it can be best reached, and, as one of them sententiously remarked, 'getting the facts to convince our firm at home that Germany is not in the United States.'

"In respect to size, beauty of print, and illustration, the trade catalogues issued by American manufacturers are the most elaborate and beautiful, as well as the most expensive, in the world, but for practical purposes they are often defective in several respects, the most essential of which are too many claims to superiority and too little definite and exact information concerning the weight, dimensions, and effective capacity of machinery; absence of metric weights and measurements and prices in francs, marks, or other foreign equivalents; and translations, when given at all, made by persons who do not understand the goods, and which are often so incorrect and imperfect as to furnish no adequate technical description of the merchandise. As a result of these defects, intending purchasers are frequently obliged to open a correspondence with the exporting manufacturer in order to obtain clear and definite information.

"For the fact remains that with all that can be done by other means, it is the expert salesman—the drummer—who is the most effective nurse of new trade, either at home or abroad. The foreign firms or agents are also important adjuncts when they are trustworthy and enterprising, but there is always the possibility that they will hold back the sales of an imported artice while pushing those of native production, or they may take advantage of loosely drawn patent and trademark laws to improve their own product at the expense of the foreign competitor.

"There should be therefore a closer acquaintance and more binding agreement between exporter and agent, and this can be acquired only by personal contact and a more careful study of the conditions and requirements of European trade, made here on the spot by competent merchants or expert salesmen. In large enterprises, the sale of machinery and tools, sales of railway supplies, mining equipments, contracts for bridges, etc., our people have achieved brilliant successes because they have come abroad and done the business directly with purchasers. The enormous increase of the German export trade during the past twenty years is a monument to the efficiency of the good-natured, persistent, highly educated German drummer, who, with sample bag and order book, backed by subsidized steamship lines and German branch banks in foreign marts, has camped in the remotest markets of the earth until he has practically made them his own.

"It is an ungracious though sometimes a wholesome duty to point out some of the other errors into which certain of our exporters have fallen through careless overconfidence or ignorance of foreign conditions, and to state from the standpoint of the German importer some of his grounds of complaint. The first of these charges is that American exporters are in many cases too lax and irresponsible in the fulfillment of contracts. As an example of what is meant by this, the following incident will serve: In August of last year a furnace company in a Southern State sold through an agent in Germany to a steel manufacturer in the Lower Rhine region 5,200 tons of pigiron, with the express stipulation that 4,000 tons should be shipped so as to be landed at Rotterdam on or before November 15, and the remainder to be landed at Hamburg not later than the same date, so as to be shipped up the Elbe to Silesia before the close of navigation. There had been a dearth of pigiron in Germany during the summer and early autumn of last year, and the purchaser waited impatiently for the American material. Letters and telegrams to the seller evoked no satisfactory reply. The autumn boom in steel manufacture had begun in the United States and he was taking care of his friends at home. Finally, on the 20th of December, 200 tons arrived at Hamburg. The Elbe was then frozen so that it had to be shipped inland by rail. The remaining 1,000 tons of that order and the 4,000 tons for Rotterdam failed to arrive, and the order was canceled. The Rhineland steel maker accepted the non-delivery because an important decline in the demand and prices of steel had meanwhile occurred in Germany and he could dispense with the American pigiron. But had this been otherwise, he might have bought the whole 5,000 tons in England, Germany, or anywhere, paid the market price for it, and collected the difference between that and his contract from the agent who sold him the American metal and failed to deliver it according to agreement. It should be clearly understood that under German laws non-fulfillment of contract is a misdemeanor for which the delinquent can be made to pay both actual and contingent damages.

"Among cases of this kind which have been complained of at this consulate during the past few months have been one in which a large shipment of grease for candle making was found adulterated with 28 per cent of water, and the exporter made a stubborn fight against allowing the discount justified by such fraudulent qualities; others in which machinery has been damaged in transit by reason of frail, imperfect packing, and scores of cases in which California prunes and other dried fruits are not graded at all, except that one layer of selected pieces representing the grade sold is laid on the top, while the remainder of the box is filled with small, discolored, and wholly inferior fruit belonging to a different grade and bearing a wholly inferior price.

"In no market of Europe will any trickery of this kind—any lapse whatever from absolute honesty and good faith in the fulfillment of a contract—entail such fatal consequences as in Germany, where every detail of commercial practice is strictly regulated by law, and where the purity and excellence of food products are guarded and enforced with a rigor which is all but fanatical.

"Another point that few American exporters seem to grasp is that articles made from several different materials—as wood, steel, nickel, and copper—are uniformly classified for duty in Germany under the constituent material which bears the highest rate of duty. This has led to some queer and seemingly irrational decisions, as, for instance, where canned vegetables were classified as tinware because the duty rate on tin is far higher than on vegetables.

"While it is probable that the imports of American machine tools, electrical and even agricultural machinery, may show a marked decline during the current year as compared with 1900 and 1899, there is yet an unsatisfied demand for a wide range of novelties and special inventions in which American ingenuity and adroitness in manufacture have produced something strikingly superior to what is known or used in this country.

"As an indication of what is meant may be cited the recent enquiry of a leading importing firm at Berlin, which solicits information and propositions from makers of the most modern and highly improved centrifugal machinery for chemical and laundry purposes, filling machines for charging small paper bags with groceries and medical preparations, filling bottles with salts, etc., and machinery for making pastilles and lozenges of all kinds. Dealers with experience, ample resources, and knowledge of the German market are numerous and ready; it is the American salesman with samples and specifications who is generally lacking.

"Finally, the American manufacturer who seeks to establish a market in an old and well-supplied country like Germany should realize that it costs something to advertise and introduce a new article, and ought to be willing to pay part of the expense of the enterprise. This he can do by an allowance for advertising purposes, or by granting a longer credit for the goods themselves. Before giving the exclusive agency of a product to a single firm, the exporter should know with whom he is dealing; but, once satisfied on that point, absolute faith should be kept. Many an American exporter has spoiled his chance with the best German importers by sending mailed circulars and propositions broadcast, whereas the article was one which required a special representative agency for its proper introduction. Few responsible houses will undertake the introduction of a new kind of merchandise which any competing firm can obtain direct from the American exporter. In all these respects, business men are very much alike the world over, and it is always a wholesome process for the seller to imagine himself on all questions of detail in the position of the buyer, and consider what he would or would not be willing to do if their relations were reversed."

THE MANILA COCKING MAIN.

Preachers Protest Against the Granting of Privileges.

The announcement that General Davis, provost marshal at Manila, had awarded the privileges of the Manila cocking main to Mrs. Lara, widow of General Lara, has aroused the clergy of Manila. A report just received at the War Department shows that several preachers called on General Davis and protested against the granting of any privilege to conduct cockfights. A mass meeting was held at the Y. M. C. A. building in Manila and a committee appointed to see General Davis in regard to the matter.

General Davis explained to them that the Spanish laws now in effect in the Philippines did not prohibit cockfighting, and that by granting a permit to have regular exhibitions the backyard cockfights could be suppressed and the evil controlled. The privilege is said to be worth in fees to Mrs. Lara about $10,000 annually.

TWO WOMEN MURDERED.

The Deserted Husband of One of Them Suspected.

BIRMINGHAM, Ala., May 25.—Ella Yates and Carrie Altman, who had up to three days ago been living with their husbands, left their homes then and went to live together in an opposite part of the town.

Late Thursday night four shots were heard in the house taken by these women and neighbors found the Altman woman lying on the front porch, dead, a bullet having pierced her heart. Search for the other woman was instituted. The officers found her in the rear of the house, dead, with a bullet through her heart. There is suspicion that the women were killed by one of the deserted husbands.

It is believed the women were taken by surprise, and after one had been killed the other attempted to flee and was shot down.

Bad effects from alcoholic excesses relieved by Royal Headache Tablets. Prompt and sure.

Humors

Spring's Inheritance From Winter.

Waste matters which the skin, kidneys and other organs were too torpid (in the cold days) to take care of, and cannot take care of now without help, there is such an accumulation of them.

They litter the whole system.

Pimples, boils, and other eruptions, loss of appetite, that tired feeling, bilious turns, fits of indigestion, dull headaches and many other troubles common in the spring are due to them.

Hood's Sarsaparilla

removes all humors, overcomes all their effects, strengthens and tones the whole system.

"I broke out with pimples, boils, etc. Hood's Sarsaparilla stopped this breaking out and improved my health." Harvey Pelton, Sharon, Kan.

Hood's Sarsaparilla promises to cure and keeps the promise.

ELEGANT PRESENTS For PREMIUM STAMPS.

KING'S PALACE.

812-814 7th St. 715 Market Space.

"JUNE"

is the title of the twenty-first of the series of those beautiful

Photogravure Masterpieces

(Size, 12½x14¾ inches; ready for framing)

which will be given free with

THE SUNDAY TIMES

Of May 26.

Leave Early Orders

with your newsdealer and avoid possible disappointment. Secure the entire series of these beautiful life subjects, as they are well worthy of a place in the art room or portfolio.

GRADUATES OF ANNAPOLIS

Sixty-seven Cadets to Receive Naval Academy Diplomas.

One of the Finest Classes That Ever Left the Institution—The Programme Arranged for Commencement Week an Interesting One.

ANNAPOLIS, Md., May 25.—The graduating class of the Naval Academy for 1901 consists of sixty-seven members, and is one of the best that ever left the institution. They are very highly thought of by the superintendent and other officers. As first class men petty officers, it is said, they have done more to raise the cadet standard than any class for some years.

They will be greatly missed at the Academy, especially where field sports and athletics are concerned. Included in the list of graduates are some of the best athletes the Academy has ever produced in all departments. The first navy boat crew, which made such a splendid record this year, will lose its captain, Roger Williams, who rows No. 7; Bertholf, bow; Foote, stroke, and Whitlock, No. 5. The fencing team which defeated the French cadets and also won the inter-collegiate fencing tournament—Henry, McBride, and Andrews—will go. The baseball team loses Captain Hamner, first base, and Long, third base, and last, but not least, the football team will lose quite a number of stars, including the halfback and captain, Orie W. Fowler; the halfback, Manley; the quarterback, Long, and the leftguard, Fremont. The track and field teams will also lose heavily.

The list of graduates who will receive their diplomas in June, follows:

William Bailey Fogarty, Ohio; Arthur Clarence Conway, Michigan; Julius A. Furer, Wisconsin; Lewis Bowen McBride, Pennsylvania; Joseph E. King, Ohio; Isaac Irving Yates, New York; Sidney Morgan Henry, New York; William Norris, Pennsylvania; Byron Andrew Long, California; H. Chester Richardson, Pennsylvania; Charles Willis Fisher, jr., Maryland; John Henry Walsh, Washington; Oliver Frederick Lansing, North Carolina; James Lee Ackerson, Michigan; Alfred Graham Howe, Indiana; Raymond Stedman Keyes, Ohio; George C. Westervelt, Texas; J. Townsend Burrel, Virginia; Earnest A. Brooks, Tennessee; William H. Steinhagen, Indiana; Merrill Grail Cook, Kansas; Adolphus Andrews, Texas; Harold Earle Cook, Massachusetts; John Nidet Enochs, Mississippi; Rufus Sumner Manley, Kansas; Manley Hale Simmons, Rhode Island; Thomas Richardson Kurtz, Minnesota; Casper Goodrich, Connecticut; Wygant B. Bourne, Florida; William Saterlee Pye, Pennsylvania; John Parker Jackson, New Jersey; Ivan Ernest Bass, Mississippi; Frank R. McCrary, Arkansas; C. Laurence Bruff, New York; Edward Chambers Hammer, jr., Virginia; Arthur Philip Fairfield, Maine; Edward Elwell Spafford, Vermont; Theodore A. Kittenger, Indiana; George Franklin Neal, Tennessee; Wallace Bertholf, New Jersey; John Charles Fremont, jr., New York; Roger Williams, New York; Burrell C. Allen, Kansas; Newman Kershaw Perry, jr., South Carolina; Frank McCommon, Missouri; John Franklin Green, North Carolina; John Honseal Furse, Georgia; J. Leonard Hillman, Virginia; Owen Horace Oakley, Nebraska; Walter Newnall Vernon; Percy Wright Foote, North Carolina; William Henry Allen, South Carolina; Gerrard P. Nightingale, New York; Lewis Smith Cox, jr., New Jersey; Orrie Walter Fowler, Iowa; Guy Wilkerson Steuart Castle, Michigan; Guy Whitlock, Minnesota; Charles T. Hutchins, jr., Pennsylvania; John Downs, jr., at large; George Fred Blair, Michigan; Jesse Bishop Gay, South Dakota; John James Fitzpatrick, Louisiana; William Winton Galbraith, Tennessee; John J. Hannigan, Illinois; John Murphy Caffery, Louisiana; Rufus Fairchild Zogbaum, jr., New York; John Vincent Babcock, Iowa.

The graduating exercises of the Naval Academy will begin June 3, when the Board of Visitors will be officially received. The members of the board are:

Senator Penrose, Senator Martin, Representative Pearre, Representative Loud, Representative Meyer, J. F. R. Foss, Minneapolis, Minn.; Hon. John P. Swasey, Canton, Me.; W. G. Shackford, South Orange, N. J.; Park Benjamin, New York city; Henry A. Marsh, Worcester, Mass.; Gen. E. S. Bragg, Fond du Lac, Wis., and Rear Admiral S. B. Luce, United States Navy (retired), Newport, R. I.

Every formality is employed in the reception of the board by the officers and cadets. The cadets will parade as a battalion of infantry, with the Academy Band. The Marine Battalion, with field music, will be formed on the road leading from the main gate. The board will be saluted by the Marine Battalion and a salute of seventeen guns will be fired from the ships. All of the instructors are required to be in the buildings of their respective departments to assist the board in its inspection. The uniform during these ceremonies of reception and inspection will be full dress.

The following is the programme of the week:

Monday, June 3.—10:45 a. m., reception of the Board of visitors; 3 p. m., seamanship drill (Chesapeake); 6:15 p. m., dress parade; presentation of colors for "general excellence" during the year.

Tuesday, June 4.—9:30 a. m., clear ship for action and general quarters (Puritan); 3 p. m., fencing, setting-up and gymnastics (in gymnasium); 6:15 p. m., dress parade; presentation of medals won in athletic contests.

Wednesday, June 5.—9:30 a. m., battalion of infantry; 3 p. m., steam tactics, first and second classes; boats under oars and sail, third and fourth classes; 6:15 p. m., dress parade.

Thursday, June 6.—9:30 a. m., battalion of artillery, 3 p. m., machine shop drill; 6:15 p. m., dress parade.

Friday, June 7.—10:30 a. m., graduation ceremonies.

The Naval Academy Band will be in attendance on all of these occasions except the seamanship and machine shop drills and steam tactics. In addition, the band will every evening give a promenade concert until Friday. On Monday the concert will be from 7:30 to 9 o'clock p. m., and on the other days from 8 to 10 o'clock.

James E. Campbell, of the fourth class, who has been on sick leave since last October on account of his eyes, has just had another physical examination, and upon finding that his eyes were in a worse condition than ever resigned from the Academy. Cadet Campbell is a son of ex-Governor Campbell, of Ohio.

A CHANCE FOR NEW TRADE.

A Consul Asks Why America Doesn't Sell More Preserves in Germany.

Oliver J. D. Hughes, the United States Consul at Coburg, Germany, writes to the State Department that it seems strange to him that the large producers of fruit preserves in America have never seriously tried to capture the German market for this line of goods. He says that, "with the exception of the seaboard cities—Hamburg, Bremen, etc.—and a few places like Berlin and Dresden, preserves put up in the United States are not to be found, except, perhaps, where the resident consul has induced some storekeeper to put in a small stock.

"It is a well-known fact," continues the Consul, "that every German family, be it ever so humble, must have its 'compot,' or sweet, served with the meat at dinner. Where our dried fruits are known, they have been well liked and much used, but our jams and marmalades ought also to be pushed. As it is at present, either the Metz or English goods are used. Our preserves could be imported as cheaply, if it were done by the American preserver himself and not through the hands of German middlemen. First-class goods must be sent, carefully put up in 0.5509-pound, 1.1023-pound, and 2.2046-pound packages, either in glass or stone pots for the better-class trade, and in stone or wood vessels of 11.023 and 22.046 pound sizes, from which the retailers may supply small customers.

"Best of all would be for the American canning companies to establish depots in the interior cities of Germany, from which to sell direct to the small grocery stores, etc. These storekeepers, as a rule, are not wealthy enough to carry large stocks, and prefer to buy in small quantities and often."

A CHANCE TO MAKE MONEY.

American-Made Furniture Wanted in Southern Germany.

Oliver J. D. Hughes, the American Consul at Coburg, writes to the State Department that there is a great opportunity for United States furniture manufacturers to build up trade in Southern Germany. He says:

"If some enterprising United States furniture manufacturer would turn his attention to this part of Europe, ship his goods knocked down to save transportation expenses, and have a place here where a few American workmen could assemble the parts, polish, and generally put them into first-class shape, I have little doubt that a profitable business could be done. The maker, before shipping, would do well to study the styles and shapes most suited to the local market, so that no mistakes would be made at the beginning. Once well started, this trade could not fail to pay.

"What is most wanted here are comfortable chairs, cheap desks, wardrobes with chests of drawers, wooden bedsteads, and articles of a similar nature. For instance, I have never seen here one of those pretty, cheap, painted cottage sets so popular in the United States. With a little introduction, if I am not mistaken, they would sell well; but no double bedsteads should be sent, as only single beds are used in this part of Germany.

"For this enterprise to be a permanent, paying concern, it must be kept in the manufacturer's own hands, or inside of a year the market would be flooded with poor imitations, and importations would practically cease. A German patent should be taken out on every new article, before it is put on sale."

"THE ADMIRATION OF DENTISTS."

"I have been using Sozodont over twenty-five years. My teeth are the admiration of all dentists, respecting the quality of the enamel and the soundness of them." 25c.

Sozodont

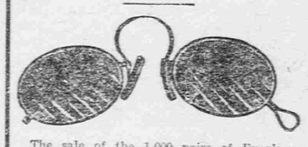
For the Teeth and Breath

By mail, 25 and 75c. Hall & Ruckel, N. Y. City.

BUY IT NOW.

Do not wait until you or some of your family are sick nigh unto death, and then send for Chamberlain's Colic, Cholera, and Diarrhoea Remedy, but buy it now and be prepared for an emergency. It is the one remedy that can always be depended upon in the most severe and dangerous cases. It is equally valuable for children and when reduced with water and sweetened is pleasant to take. For sale by Henry Evans, Wholesale and Retail, and all druggists.

The Most Successful Sale of Eye Glasses Ever Known.



The sale of the 1,000 pairs of Eyeglasses bought from the Schuster Bankrupt Sale is nearing a close. There's yet a chance for you to be suited, but you must come at once. Schuster sold these glasses upward to $1. Our price

15 Cents a Pair.

Bring the children here Saturday and our optician will examine their eyes, and tell you if they require glasses. Examination free.

CALLISHER,

917 Penna. Ave. N. W.

A RECEPTION ON THE FERN.

Members of the Naval Battalion Entertain a Party of Guests.

An "at home" and reception was held last night on board the U. S. S. Fern, tendered by the commanding officer and staff of the District of Columbia Naval Battalion. A large number of guests, filling the cabins and decks of the vessel, were entertained. The Fern was anchored at the foot of Water street southwest, and with its innumerable lights presented a very spectacular appearance.

The committee, composed of Lieut. Thomas W. Power, Ensign Howard Fiske, and Pay Clerk F. W. Sigourney, provided an excellent entertainment. The instrumental music was provided by the National Guard Band, under the direction of Donald B. McLeod. Boxing, fencing, and quarter stick exercises were participated in by Sullivan, Rooney, White, and Getzendonner. Vocal music was provided by Charles Morgan, Charles Mosler, and William Sullivan. Henry Whitmeyer furnished a recitation. A mandolin and guitar quintette, composed of Fred Everbock, H. J. Wilson, F. D. Jones, R. Harrington, and T. F. Francis, furnished a programme of music which was rendered in the cabin. J. Walter Thompson, with performing dogs, presented a performance which has frequently been exhibited in professional vaudeville.

The entertainments on board the Fern are held monthly, in order to afford some compensation to the members of the Naval Battalion for their official duties. Each of the enlisted men is accorded the privilege of inviting his friends and relatives on these occasions.

Among those present were Major E. H. Neumeyer, Major H. H. Parmenter, Major C. H. Ourand, Capt. A. P. Robbin, Capt. Andrew Parker, Capt. Leroy W. Herron, Capt. H. B. Patterson, Capt. Charles E. Suigert, Capt. Charles H. Domer, Captain Lee, U. S. M. C.; Lieut. P. W. Smith, Lieut. C. G. Mortimer, Lieut. Sidney Bieber, Lieut. A. P. Long, Lieut. J. A. Dempb, Ensign G. A. Berry, and Ensign William Lantz.

A NEW BREAD-MAKING FIRM.

The Process to Be Revolutionized by a New York Company.

SCHENECTADY, N. Y., May 25.—J. W. Primrose, a capitalist and expert electrician from Seattle, Wash., was in town yesterday for the purpose of contracting, on behalf of the General Electric Company, for machine to cost about $1,000,000.

Mr. Primrose said that he represented a company of capitalists who intended to revolutionize the manufacture of bread. The company bears the high-sounding title of "The Great American and Oriental Babamaba Bread Manufacturing Company," with a capital stock of $25,000,000.

The company's principal office is in New York City.

Don't send your evening gowns, opera cloak, fancy waists and other important cleaning to an ordinary scourer's. Wearing apparel of this character should have the attention of an expert. Let us have them.

Drop us a card and we'll call.

A. F. Bornot & Bro.

French Scourers and Dyers

1103G Street, N. W.

GREAT ATLANTIC AND PACIFIC TEA CO., Main Store, corner 7th and E Streets. Branches all over the city and in all markets.

Woodward and Lothrop,

10th, 11th, and F Sts. N. W.

Cotton Dress Goods At Special Prices.

(First floor, Tenth St.)

Several thousands of yards of this season's most popular cotton dress fabrics, comprising pretty, sheer Lawns, beautiful Mercerized Organdie, Faconne, and Foulardines, Imported Corded Scotch Zephyrs, exquisite Silk Striped Dimities, and elegant Embroidered Mohair Swisses.

We offer these, consisting of recent special purchases direct from the manufacturer, and others from our own stock, at prices greatly below the usual.

Some for Half.
Some for Less.
Some Not So Much.

35-cent Corded Scotch Zephyrs,

12½c the Yard.

Manufactured by a celebrated Scotch maker and imported to sell for thirty-five cents. We closed out the lot (a large one) and offer same at 12½c.

25-cent Striped Ginghams,

18c the Yard.

Blue and white, pink and white, heliotrope and white stripes—fine and beautiful quality. 32 inches wide.

50-cent Mercerized Organdie Faconne,

25c the Yard.

A variety of exquisite floral printings in new design on a silk-like white ground, that retains its rich lustre after being laundered. This very fashionable and quick-selling dress fabric was purchased from the manufacturer at a price concession, and is offered at half the regular price.

35c-cent Mercerized Foulardine,

25c the Yard.

This cloth is delightfully light and fine and looks like silk—and retains its beautiful lustre after washing. 28 inches wide.

50-cent Silk Striped Dimity,

37½c the Yard.

Exquisite printings, artistic and attractive. Choice colorings—good assortment, but quantity is small.

$1.50 and $1.75 Embroidered Mohair Swisses,

$1.25 the Yard.

44 inches wide—black embroidered with white, grey with white, natural linen shade with white, heliotrope with white—a variety of pretty designs.

(First floor, Tenth Street.)

White Goods Dept.

(Second floor, Eleventh Street.)

Specials.

2,000 yards

40-inch India Linon.

Sheer, smooth, and fine—the best we've ever offered—a twenty-cent value.

15c the Yard.

1,000 yards

Plaid White Pique.

Good quality, neat designs—for waists and separate skirts and children's kilts, coats, and reefers.

15c the Yard.

Usual Price, 30c.

1,000 yards

Brown Linen Suiting.

36 inches wide—for separate skirts, Eton suits, for market dresses, traveling, and general outing wear. Half price.

15c the Yard.

Usual Price, 30c.

100 dozen

Turkish Bath Towels,

Bleached, hemmed, and ready for use.

25c Each.

Usual Price, 35c.

100 dozen

Hemstitched Linen Towels.

All linen; soft and absorbent, extra size (22x40 inches)—a special value.

$3.00 the Dozen.

Sold singly if you wish.

1,500

"Atlantic Mills" Muslin Sheets.

Generous hems top and bottom; cloth torn (not cut) from the piece, hence will launder straight.

2¼x2½, 50c Each.

2½x2½, 59c Each.

Very Special Values.

Second floor.

WOODWARD & LOTHROP.