

PROFITS FROM QUININE

How the Late William Weightman Laid the Foundation of His Fortune.

(Philadelphia Public Ledger.)

It has long been a matter of common report that the bulk of the late William Weightman's fortune accrued from the profits of Powers & Weightman on the sale of quinine while the civil war was in progress—not alone because of a supposed monopoly of the drug, but also because of profitable contracts with the federal government and immense consignments purchased on behalf of the confederate army. The government at the beginning of the war pronounced quinine contraband, so that smuggling was necessary to get the manufactured produce over the Mason and Dixon line.

Asked by a Public Ledger represent-

ative for an outline of the conditions that rendered the making and marketing of quinine so immensely profitable at the time of the war, the head of a long-established drug manufacturing house said:

"There were then only two concerns in the country engaged in making quinine from the Peruvian bark—Powers & Weightman and Rosengarten & Sons, both Philadelphia houses. They began to manufacture the drug about the same time—in 1823—when the latter firm was known as Zeller & Rosengarten. It was not until 1829 that the French chemists, Fehling & Coventon, perfected a process of separating the quinine from the other alkalis and salts of the cinchona bark. Previously, the medicinal benefits of the bark had been obtained by a process of sulfation. So you see, American enterprise was quick

to seize upon an important contribution to materia medica.

"The beginning of the civil war found the two Philadelphia firms without successful rivalry in the manufacture of quinine. The imported drug, in the form of crystals—what we call quinine sulphate—carried a heavy duty. Alcohol, costly because of the internal revenue tax, was then the essential solvent of the bark, so that the duty was necessary for the protection of Americans where alcohol was free. The unit of sale then, as now, was an ounce, which in lots of 100 cost \$2.10 at the breaking out of the war.

"Our government placed a war duty of 10 per cent on the bark, then brought here by way of London. That, of course, sent the price soaring. The bullish effects of a great civil strife did the rest. The duty then on imported quinine was 45 per cent. So far from giving either Philadelphia firm a blanket order, the government bought im-

mense quantities abroad for its own use. Of course there was no duty on what was bought by the government, which thus got its quinine far cheaper than it cost Powers & Weightman or Rosengarten & Sons to make it, bearing as they did the internal revenue tax on alcohol and the war duty on the crude bark.

"But not a grain of quinine left either laboratory through purchases known to be for the confederacy. Mr. Powers, in exclusive charge of the business of his firm, was an ardent and devoted Unionist, while Adolph G. Rosengarten, a member of his father's firm, enlisted with Anderson's cavalry, where it remained until taken off entirely under the Dingley tariff. Moreover, the scientific cultivation of the bark has resulted in doubling the yield of quinine in the pound of cinchona. The quinine of commerce is today 21 cents the ounce—just one-tenth of the \$2.10 I quoted at the beginning of the war."

"Is the process cheaper?"

"Immeasurably. Solvents other than

alcohol have been discovered. Fused oil—the first run of alcohol—is one; coal tar is another. The use of these means, of course, an immense saving in the process. To a French government experiment, entered upon with a view of making an artificial quinine, we owe the discovery of the aniline or coal-dye. So far, however, we continue to make quinine from cinchona bark. You know, I suppose, that it takes its name from a Spanish countess who was cured of fever in South America by an infusion of the bark made by Indians."

"And the profits nowadays?"

"Small. The removal of the duty led to a general abandonment of the plans of many to enter into the manufacture of the drug. The two Philadelphia houses survive. There is one other in all the United States—the New York Quinine & Chemical company."

Johnny Makes a Suggestion.

(New York Sun.)

Kulsker—Mr. some come with me.

Johnny—Er—say, pa, don't you think since we have got a baby in the family you might abolish the frout?

Virginia "Mummy's" Wt.

(Washington Post.)

Down in a Virginia town the aged pastor, of one of the churches fell ill not long ago. He was beloved by all the neighborhood, and a constant stream of anxious friends rang the bell to make inquiries. The nurse in charge was an intelligent negro woman, and she decided to issue bulletins at frequent intervals. She wrote them herself and pinned them to the front door, and this is the way they read as they appeared successively:

"Rev. Blank am very sick."

"Later—Rev. Blank am worse."

"Night—Rev. Blank am sinking."

"Morning—Rev. Blank have sunk."

Devotion to Realism.

(Chicago Tribune.)

Horrid! Patent—Tommy, what is the matter with your face? What on earth has happened to you?

Tommy—Nothin', ma; only me an' Dick's been playin' Jim Jeffries an' Jack Munroe, an'—an' I was Jack.

GRAND FALL OPENING SALE

\$2.50 Worth of S. & H. Green Trading Stamps Free with every cash purchase of \$1

In any Department of this Store, this week only. Fill your stamp books.

Every Department Fairly Shines, Resplendent with New Fall Goods and the values are such that the keenest Competition cannot begin to touch.

THE LOW PRICES WE NAME THROUGHOUT THE STORE THIS WEEK ARE THE RESULT OF GREAT BARGAINS SECURED BY OUR ENERGETIC BUYERS, THROUGH OUR CLOSE BUSINESS CONNECTIONS WITH THE LARGEST MANUFACTURERS AND IMPORTERS AND OUR DETERMINATION TO GIVE YOU BETTER VALUES THAN CAN BE FOUND ANYWHERE ELSE IN THE CITY, AND IN ORDER TO MAKE THE OPENING DISPLAY A HUGE SUCCESS, WE WILL MARK THE OCCASION BY GIVING AWAY THROUGHOUT THE WEEK \$2.50 WORTH OF S. & H. GREEN TRADING STAMPS—THE STAMPS WITH A REPUTATION BACK OF THEM—WITH EACH \$1.00 PURCHASE IN ANY DEPARTMENT.

EXAMINE OUR GREAT VALUES AND YOU WILL FIND THAT IN SPITE OF THIS UNUSUAL INTRODUCTORY INDUCEMENT OUR MERCHANDISE IS PRICED LOWER FOR SAME QUALITIES THAN ANYWHERE ELSE IN TOWN.

See the Magnificent Display of rich, beautiful and costly premiums given in exchange for our stamps on exhibition in the Cloak Department—Second Floor—Take Elevator.



\$2.50 Worth of S. & H. Green Trading Stamps Free in this Dept. with each cash purchase of \$1

Now the Beautiful Autumn DRESS MATERIALS.

A MOST CAPTIVATING SHOWING.

EXTREMELY ELEGANT ARE THE NEW FABRICS—NOTHING LOUD OR SHOWY ABOUT THEM. THEY ARE MOSTLY IN THE SUBDUED, QUIET TONES, THE ESSENCE OF REFINEMENT. WE MENTION SOME OF THE MATERIALS THAT WILL BE USED LARGELY FOR WALKING SUITS:

2 lines of mannish mixture suitings, entirely new and will be extensively used for fall walking suits and separate skirts, 200 values, per yard **39c**

50 pieces all-wool suitings, including Scotch mixtures, zibelines, new mannish mixtures, crash mixtures, snowflakes, etc., 50c is the regular value, per yard **49c**

Sale of New Autumn Silks.

A LOT OF FANCY SILKS from one of America's best fancy silk makers, various weaves and combinations for the coming season, instead of 90c and \$1.25 this week **49c**

Silk shirt waist suitings, a variety of colors and patterns, \$1.25 and \$1.35 values, at **89c**

New Fancy Wool Waistings.

75 pieces new fancy wool waistings, very popular new styles, all of them the most desirable colors, bought at a fraction of the original price, will be placed on sale Monday at, per yard **50c, 30c and 25c**

Waisting and Costume Velvets.

A lot of 25 pieces fancy velvets, suitable for fall waists, in plaid and Persian effects, made to retail at \$1.00 a yard, our great leader for this week **50c**

Rich and New Costume Velvets.

Two lines just placed on sale. One line in embroidered silk spots in a variety of color combinations, entirely new this season and one line of the shadow sheen which will be very popular for jackets and wraio costumes, on sale on Monday at **\$1.25 and \$1.00**

Cohn's
DRY GOODS STORE
222-224 MAIN ST.

\$5 Worth of S. & H. Green Trading Stamps with every Waist for a Grand Final Clean-up.

Choice of Any Summer Waist In the House Worth up to \$4.50

Our entire line of cotton or summer shirt waists, in lawns, linens, Swisses, summer muslins, exquisitely trimmed with lace and insertion, plait, open work tucks and folds. Deep V-neck and Bertha effects, full fancy sleeves, rolled, muslin and broken lines and styles, but every size represented in the lot. Plenty of new still ahead for these waists. A grand investment.

\$1.18

\$2.50 worth of Green Trading Stamps Free in this Dept with each Cash Purchase of \$1

New Domestic Stock UNDERPRICED FOR THE INTRODUCTORY SALE.

- Standard Apron Checks, 6c.**
1,000 yards the finest colored and sizes of checks, bought in remnants of 2 1/2 to 10 yards, suitable for 1 to 4 aprons. If cut from the bolt this would cost 7 1/2c.
- Bourette Suitings, 10c.**
Fancy new designs for house dresses and wrappers, waists, etc., in designs never before shown at this price. 20 styles to choose from. Priced for winter wear and would be a bargain at 12 1/2c.
- Unbleached Canton Flannel, 11c.**
Extra heavy quality, 29 inches wide, the grade sold always at 15c per yard.
- New Outing Flannels, 8 1/2-3c.**
An excellent range of new colorings and patterns shown this fall in staple outing flannels. This offer is our regular 10c.
- 2 1/4 Yd. Bleached Sheetting, 25c.**
Extra good grade of muslin sheetting, extra heavy quality, that sells always at 30c per yard.
- 15c Hemmed Pillow Cases, 11c.**
Here's the celebrated "Knockout" muslin pillow case that beats all other brands on the market at 15c—and at a reduced price here for the week.
- 81 x 90 Bed Sheets, 65c.**
Full double bed size, deep hems and made of extra grade bleached cotton, regular value is 75c.
- Two Great Snaps in Towels.**
50 dozen life fringed colored bordered buck towels, 16x34 size, will be shown out for Monday's selling (no more when these 50 dozen are sold out) at **6 1/4c**
- 20x42 size unbleached Turkish bath towels that always sell at 16 1/2c. Special **12 1/2c**
- Draperies.**
- Twill draperies in an immense variety of styles and patterns **8 1/3c**
- New stock of pretty silkline draperies, very best quality. Special **12 1/2c**
- Double faced figured delims, exquisite in design, 30c grade for **15c**
- Three Big Bedding Values.**
- 11-4 gray cotton blankets, green, pink and red bordered, guaranteed superior in finish to any cotton blanket shown elsewhere at \$1.00 at \$1.25. Our price only **\$1.00**
- 6-pound California wool blankets, gray with fancy colored borders, regular price is \$14. Special this week **\$3.50**
- \$2.00 silkline covered comforts fitted with good quality cotton, one side of comfort in rich figured patterns. This week **\$1.65**

New Kid Glove Importation.

Ask for Trading Stamps In This Department.

We have recently received a direct importation of our finest grades of kid gloves from France and Germany. No better kid gloves for the prices named are to be had in any store or in any place in this country.

At \$1.00 We give you the "Triumph," a prime new fall shade, including black and white, suitable for dress or street wear.

At \$1.50 You buy our celebrated plique sewn Derby gloves, for which we are sole agents here. Come in the best colors, full assortment of sizes always on hand.

We are also sole agents here for the well known Palais Royal French Kid gloves, with three clasps, overseas Paris points embroidery, made of the finest skins, specially adapted for dress wear. Come in all the best colors and shades, including black and white. Price **\$1.50**

The celebrated "Monarch" kid glove can only be had at Cohn's, for which we are also sole agents. This is beyond all controversy the best kid glove obtainable. Price **\$2.00**

ASK FOR TRADING STAMPS.

CORSET SALE.....

- C. B. a la Spiritie, in white, drab and black cantin, straight front, newest models in lace and ribbon **50c**
- J. D. "Justine" corset, in white, drab and black sateen, straight front, long or short hip, all of the newest models, trimmed with lace and ribbon; **\$1.00**
- J. D. "Justine" corset, in white, drab and black sateen, low bust, long hip, trimmed with lace and ribbon, hose supporters attached **\$1.25**
- Misses and Children's corset waists made of drilling, some corded, taped and buttons, also shirred cambric waists **25c**

ASK FOR TRADING STAMPS.

Initial Handkerchiefs.

Men's handkerchiefs, warranted all pure linen, with a handsome embroidered initial, hemstitched hem, the quality that always sells at 25c, for **16 1/2c**

Ladies' fine sheer Irish linen handkerchiefs, narrow hemstitched, long hand embroidered, faintly initial, some full bordered, others unbordered, slightly broken on the initial ornament, but we have most of them. They consist of 25c **16 1/2c**

\$2.50 WORTH OF S. & H. GREEN TRADING STAMPS FREE WITH EACH CASH PURCHASE OF \$1.00.

Here are Stunning Tailor-Made New Fall Suits



At **\$13.00**

GET IN ON THIS GREAT SPECIAL. IT'S A LUCKY NUMBER.

We've decided to make this the leader for this week. It's been a favorite right from the start, and the style and quality would ordinarily rank it with much higher priced suits. Illustration shows only one style, but we offer choice of Norfolk jackets, blouse and tourist coat effects. Materials are fine novelty mixtures, Venetians, chevots and chevots, strap and button trimmed, tucked belts, fancy bands, novelty buttons, new style sleeves, waist lined throughout with satin. Skirts are neat side-plaited styles, trimmed to match waists; black, blue, brown and mixtures.

Tourist Coat Suits \$19.50

Made from all-wool chevots and novelty mixtures; tourist coats, two lengths in black, new style sleeves, new full hanging plaited skirts; all sizes.

- Women's Jackets.**
Tan, covert and black broadcloth jackets, silk or satin lined throughout, strap seams and good weight for fall wear, regular \$10.00 **\$7.50**
- School Dresses.**
Children's fall and winter school dresses, lined, made of best Egyptian cotton, in silver gray and light gray, drawers are made with French sateen bands, regular \$1.25, opening **\$1.25**
- Women's white Swiss ribbed corset covers, high neck and long sleeves, best finish, special value at **50c**
- Children's fleece lined vests, pants and drawers, silver gray, small size for 12 to 14, larger sizes, for size 12 **15c**
- Union Suits—Fleeced cotton ribbed union suits, medium weight, all sizes for ages 4 to 12, suitable for both boys and girls, in silver gray only, choice of size at **35c**

Women Can Save Half Here on New FALL AND WINTER Sample Walking Skirts. DON'T FAIL TO SEE THEM.

This wonderful assortment of fall and winter walking skirts comprises all the samples of several makers of skirts for women. All that's new in style, cloth and trimmings is shown in an assortment that will win the heart of every woman.

Cloths are of mixtures in new tweeds, Scotch and English woolsens, fine mottled effects and invisible plaids, fancy chevots, covert and broadcloths. A very handsome collection of models in plaited, fitted or plain styles, in dark, red and green, all sizes. We started out to eclipse the records of years in the waist section. This has done it. Choose a waist at this price **98c**

NEW TAILOR-MADE SATEN WAISTS Tucked and hemstitched fronts, very choice **\$1.10**

NEW BRILLIANTINE WAISTS. Variety of styles, black, brown and tan, choice of lot (mostly large sizes), special **\$2.25**

Choice for This Week - \$5.45

New Waists On Sale

\$1.00 FLANNEL WAISTS AT 98c.
All-wool fancy flannel waists at 98c. You never heard of the like. Tucked front, pleated back, come in dark, red and green, all sizes. We started out to eclipse the records of years in the waist section. This has done it. Choose a waist at this price **98c**

You Never Before Bought Your Hosiery So Cheap!

And Get Your Trading Stamps.

- Men's black cotton socks, 15c quality everywhere, for **10c**
- Men's fine worsted socks, merino heels and toes, lightweight, for **25c**
- Women's black cotton stockings, ribbed or **12 1/2c**
- Women's fleeced black cotton stockings, ribbed tops, value 20c, at **15c**
- Children's black heavy ribbed cotton stockings for school wear, come in both the narrow and wide rib, 20c quality for **15c**
- Children's black fleeced cotton stockings, double knee, heel and toe, narrow and wide rib, a splendid hose for **25c**

Ask for Trading Stamps in this sale of

Muslin Underwear!

- GOWNS,** made of fine cambric or muslin, extra long, poke of fine tucks and insertion, wide lace ruffle neck and sleeves; also fine embroidery and **98c**
- DRAWERS,** made of cambric, umbrella shape, made extra full, trimmed with hemstitched ruffle and cluster of tucks. This week at **29c**
- CORSET COVERS,** high and low neck, muslin and cambric, trimmed with lace and hemstitched tucks or fine embroidery and insertion. A splendid value **25c**
- CORSET COVERS** of fine cambric, round neck, full French shape, trimmed with fine lace and beadings around neck and arms. On sale at **50c**

\$2.50 Worth of Stamps with every cash purchase of \$1

Advance Sale of Flannel Skirts and Gowns

- Ladies' outing flannel skirts, made of neat striped, pink and blue outing flannel with **35c**
- Ladies' outing flannel skirts, long and wide, deep flounce with silk rose **50c**
- Ladies' outing flannel gown, of good quality, full length and width, Mother Hubbard **65c**
- Ladies' outing flannel gowns, full length and width, double yoke, trimmed with fine tucks and reverses of plain flannel, silk embroidered **75c**