Peep into your Kitchen and see what they're washing and cleaning with. You think it's **Pearline.** You've told your servants to use it. But look at the package and see that it's the genuine article. A house-to-house canvass discloses the fact that many women think they are using **Pearline,** when an examination of the package proves the stuff to be some of the "as good as," which peddlers, unscrupulous grocers and prize-givers are trying to work off upon a long-suffering public. If you're using these imitations you're not enthusiastic about Washing Compounds; you couldn't be.

Send it Back Peddlers and some unscrupulous grocers will tell you "this is as good as" or "the same as Pearline." IT'S FALSE—Pearline is never peddled, and if your grocer sends you something in place of Pearline, be honest—*send it back.* 349 JAMES PYLE, N. Y.

The hinge of destiny:

a spare minute.

To use it rightly is the secret of success; but you must *have* it; keep it always under your eye.—Does your watch occasionally "stop to think?" That's bad. *You* want to do the thinking. Get an accurate, jeweled, **quick-winding Waterbury.** $4 to $15.

Forty styles of this watch are sold by all jewelers: A gem chatelaine for ladies (14-karat, filled, gold, or coin-silver), gentlemen's watches and boys' watches. Who in your family is "off the hinge?"

Accurate, jeweled, handsome.—Rich men wear it. All styles at all jewelers. $4 to $15. 28

READY MADE MUSTARD PLASTERS

We were the first manufacturers on this Continent. Our latest improvement surpasses anything ever before produced. 15c., 25c., 35c. per tin. Be sure to have SEABURY'S. Ask for them spread on cotton cloth.

SEABURY'S SULPHUR CANDLES.

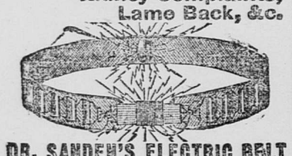
Prevention is better than cure, by burning these candles bad smells in basements, closets, &c. are destroyed, and thus contagious diseases are kept away; also useful for expelling mosquitos and irritating insects. Price, 25c. each.

To purify sick-rooms, apartments, etc., use **HYDRONAPHTHOL PASTILLES,** which in burning, disinfect and produce a fragrance refreshing and invigorating. 25c. per box of 12. Sole Manufacturers,

SEABURY & JOHNSON, Pharmaceutical Chemists, **NEW YORK.**

AUGUSTA FEMALE SEMINARY STAUNTON, VIRGINIA. Opens Sept. 7, 1893. Closes last of May, 1894. Unsurpassed location, building and grounds. Full corps of teachers. Board, etc., with full English course, $250 for entire session of 9 months. Music, Languages, Elocution, Art, Bookkeeping, and Physical Culture, extra. For Catalogue, apply to Miss MARY J. BALDWIN, Prin.

Rheumatism, Lumbago, Sciatica, Kidney Complaints, Lame Back, &c.



DR. SANDEN'S ELECTRIC BELT

With Electro-Magnetic SUSPENSORY.

Latest Patents! Best Improvements!

Will cure without medicine all Weakness resulting from over-taxation of brain nerve forces; excesses or indiscretion, as nervous debility, sleeplessness, languor, rheumatism, kidney, liver and bladder complaints, lame back, lumbago, sciatica, all female complaints, general ill health, etc. This electric Belt contains Wonderful Improvements over all others. Current is instantly felt by wearer or we forfeit $5,000.00, and will cure all of the above diseases or no pay. Thousands have been cured by this marvelous invention after all other remedies failed, and we give hundreds of testimonials in this and every other state.

Our Powerful Improved ELECTRIC SUSPENSORY, the greatest boon ever offered weak men, FREE with all Belts. Health and Vigorous Strength GUARANTEED in 60 to 90 days. Send for Illus'd Pamphlet, mailed, sealed, free.

SANDEN ELECTRIC CO., 2d Av. & 3d St. MINNEAPOLIS, MINN.

HUMPHREYS'

This PRECIOUS OINTMENT is the triumph of Scientific Medicine.

Nothing has ever been produced to equal or compare with it as a CURATIVE and HEALING APPLICATION. It has been used 40 years and always affords relief and always gives satisfaction.

Cures PILES or HEMORRHOIDS—External or Internal, Blind or Bleeding—Itching and Burning; Cracks or Fissures; Fistula in Ano; Worms of the Rectum. The relief is immediate—the cure certain.

WITCH HAZEL OIL

Cures BURNS, Scalds and Ulceration and Contraction from Burns. The relief is instant.

Cures BOILS, Hot Tumors, Ulcers, Fistulas, Old Sores, Itching Eruptions, Scurfy or Scald Head. It is infallible.

Cures INFLAMED or CAKED BREASTS and Sore Nipples. It is invaluable.

Price, 50 Cents. Trial size, 25 Cents.

Sold by Druggists, or sent post-paid on receipt of price.

HUMPHREYS' MED. CO., 111 & 113 William St., NEW YORK.

THE PILE OINTMENT

PROGRESS PERFORCE.

Manufactures Develop--The Gains in Three Years.

A SPLENDID RECORD SHOWN.

$85,000,000 in Home Products Sold in the Northwest.

THE JOBBERS PROFIT THEREBY.

Minnesota's Timber and Iron Help Business.

SKETCHES OF THE PLANTS.

In manufacturing, the greatest progress ever made in the Northwest has occurred during the past three years. About these enterprises, the Minnesota financiers talk dollars by the millions now about as they used to talk of hundreds of thousands. A condition of affairs exists in the East that has prompted great manufacturers to invest in these enterprises. They have realized for years that their plants should be nearer to the districts that use their products, and the favorable features of St. Paul with respect to transportation facilities led to the location here last year of twenty-three manufactories, some of which are already giving employment to hundreds of hands, and it is safely estimated that these twenty-three new concerns will employ 5,000 hands in the near future. These plants are conveniently located, some of them on the outskirts of the city. They are connected by rapid transit lines, with cheap fares. They are destined to soon stand within the limits of a capital city containing a million inhabitants. It is a well-known fact that $750,000 stock in one of these manufactories was subscribed within forty-eight hours by the busy capitalists of this city. The capitalization of the company referred to is $1,500,000, and its works are the most extensive and best equipped to be found northwest of Chicago. Manufacturing was of great importance to St. Paul even previous to last year. A treatise on the varied and valuable institutions in this line would fill a large volume. There were 425 factories, large and small, in St. Paul in 1892. Their capitalization in 1892 was $85,750,200, and they sold about half of the products themselves, only $45,000,000 having been handled by the jobbers. The great car wheel works are here, the iron works on both sides of the river are of vast importance, and Mesaba range products can be obtained here at lower prices than from anywhere else. The demand for the products is here and throughout the Northwest. Thus the business thrives. The woods of Wisconsin and Northern Minnesota furnish the best of hard timber for furniture, agricultural implements, and other uses, and the pine of the north is not likely to be dear within this generation. The prospects of manufacturing are extremely good in this northwestern section of the country. It may be interesting to note that the manufactures in St. Paul in 1883 aggregated only $25,855,471. The progress has moved forward in a surprisingly rapid manner.

CORDAGE WORKS.

NORTHWESTERN CORDAGE COMPANY.

Twine enters into the industrial life of the people to an extent that is not conceived by those who are outside the influence of the trade. The harvester that drives through the millions of acres of golden wheat, rye, oats and barley, the mill which turns out lath, the paper mill that makes its goods up into parcels, the merchants of all kinds and thousands of manufacturers would all be at a standstill if they were deprived of the supply upon which they draw in such large quantities. Not paper, even, or iron, enters more largely into the busy life of trade and work, and the product of the various factories increases with each year. Here at St. Paul is an enterprise of great magnitude, which, although it was incorporated but in January last, is doing business upon a magnificent scale, a market being found for the great quantities of goods made in all the states of the West and Northwest, a demand which is increasing at a most gratifying rate. This is the Northwestern Cordage company, which was organized with an ample capital under the laws of the state of Minnesota, with the following officers: A. M. Drake, president; S. M. Allison, vice president and general manager; Louis M. Allison, secretary; W. M. Holorook, treasurer, and Jacob Baldner, superintendent. The names of these gentlemen are sufficient guaranty of the character and reliability of the enterprise, they being prominent in business and social circles and possessed of the finest qualities of manhood. All of them have extended experience in the manufacture of cordage and twines, and give their full and undivided time to the business. The duties of the extensive business are divided among them, with a judicious and wise reference to the special endowments of each, and it is one of the best managed institutions of the city. The advantage of having five officers of long and general experience in the same line, and each of them possessed of superior business qualifications, is incalculable, and accounts for the wonderful extension of the trade in so short a time.

Not only has the company been able to quote its product at competing prices, but it has also put upon the market goods of most superior quality, the merits of which are immediately recognized, it being generally confessed that no better can be found anywhere, if it be possible to come up with any that will equal them in the high quality of the material and in the merit of the workmanship. The raw material is selected with the utmost care by one of the officers who is not only thoroughly experienced in this work, but who is a buyer of great intelligence and shrewdness, who knows how to take advantage of every favoring opportunity as to prices. The utmost circumspection is employed in the superintendence of the work in its every stage, and the inspection is so thorough that no inferior or faulty goods could by any possibility be offered for sale. The standard, which, as stated, is the highest possible, is thus maintained under all circumstances.

The goods manufactured include many and various kinds of cordage, including manilla and sisal binder twine, manilla and sisal rope, tarred fodder twine and lath yarn, paper mill twine, etc. Thus it will be seen that the product enters into the life of the farmer, the manufacturer, the merchant, and in fact, of every department of industry, being of the greatest possible necessity in each, and a substitute for which could not be found that would be practicable. Every care is taken in the filling of orders and in the shipment, that no delays may be entailed, the same superior management being observable in this as in the other departments of the extensive plant.

The office and factory are most desirably located, at the corner of Front and Mackubin streets, the main building being a two-story structure of brick and stone, with a steel roof, with dimensions of three hundred and fifty by one hundred and fifty feet; also a tar house for the manufacture of lath yarn, having an area of 200 by 50 feet; a warehouse of brick and stone construction, with a steel roof, one story high, with area of 300 by 50 feet, and a large one-story brick and stone building, with tar and gravel roof, for the offices of the company. This most commodious establishment has a magnificent outfit, consisting of all the very latest and best improved machinery, which is run by steam power; the engine and boiler house, of stone and brick, having an area of one hundred by sixty-five feet. It would not be possible to find anywhere a more complete and perfectly appointed factory, nor one where everything is so conveniently and economically arranged. There are railroad switches which run into the buildings, and that connect with all the railroads running into the city.

The working force is a very large one, the pay-rolls having the names of 435 men upon them, and the utmost care and circumspection are employed in the securing of help, that none but reliable and competent ones may be secured. The territory of trade, which is constantly increasing, includes the states of the West and of the Northwest, a fine staff of experienced traveling men being kept busy in traversing the various points in these, and also in visiting new points for the purpose of showing the merits of the goods and making known the inducements that are held out to customers of this house. The character of the company in the business circles of St. Paul is of the highest standing, its capital being practically unlimited, and it meets all its obligations with the greatest promptitude. A spirit of courtesy and accomodation pervades the entire establishment, one that is well calculated to strengthen the bonds of good feeling between the company and customers, and the latter are made to feel that their rights and interests are guarded with the utmost care.

MANUFACTURERS IN WOOD, IRON, ETC.

CHICAGO BRIDGE AND IRON COMPANY.

One of the most extensive companies that operate in this section is the Chicago Bridge and Iron company, of One Hundred and Fifth and One Hundred and Sixth streets, Chicago.

This company was organized in 1889 by Horace E. Horton, of Rochester, Minn. Mr. Horton superintended the construction of several trans-Mississippi bridges, locally and elsewhere, and occupies the positions of president and chief engineer of the company.

The St. Paul office is located at 607 Grand block, corner Wabasha and Fourth streets, opposite court house.

They manufacture and build steel, iron and combination bridges; also metal work for all kinds of structures, including buildings, roof trusses, etc.

This company has been represented here since 1889, in which year Mr. H. H. Longfield established the agency. Upon the death of Mr. Longfield in January, 1893, Mr. S. H. Hedges succeeded to the post, and has filled it creditably since. The company has an annual business of upwards of a million dollars.

THE VALLEY IRON WORKS.

The Valley Iron Works are located at Nos. 81-85 West St. Paul levee east. John Grant and Thomas Cameron are the proprietors, and in their shops are utilized the latest machinery and best material.

Starting in business on an investment of $15,000, Grant and Cameron have succeeded in building up an extensive trade. Their business had actually trebled itself last year since May, 1890. The foundry proper is 100x50 in dimensions, the boiler and engine room 16x30, and the pattern shop 20x50. The buildings are one and two stories in height. At present twenty men are kept actively employed turning out all sorts of work, from a plain gray iron casting to fancy pieces of intricate pattern.

John Grant, secretary and treasurer, the business manager of the firm, is a young Scotchman of sterling character, and possessing a large share of prudence and sagacity. Thomas Cameron is the practical partner and superintendent of the works.

NORTHWESTERN COPPER AND BRASS WORKS.

This concern, at 59-61 West Third street, the leading of its kind in the Northwest, was started in 1870. Mr. Joseph Posch, who has been connected with it for twenty years, is now sole proprietor. A two-story frame building, 44x140 feet, is occupied, and fitted up with all necessary machinery, the power being supplied by electric motor. Among the articles manufactured are: Copper and steel beer kettles, wash tubs, false bottoms, sheet steel surface beer coolers, malt kiln floors, iron hop presses, copper dyer cylinders, Baudelot cooler, soda water apparatus, candy kettles, and brass and copper pans and dishes of all kinds. Mr. Posch was born in St. Paul. He is a prominent member of the Commercial club.

ST. PAUL MACHINE WORKS.

The St. Paul Machine works, at 123 and 125 West Third street, were established in 1866 by Justus Kahlert, who continues to be the sole proprietor. These products consist of malt mills, mash machines, rice rakes, grain elevators and conveyors, malt kiln floors, gearings, pulleys, steam engines, pumps, etc., while especial attention is given to repairs of machinery. Mr. Kahlert occupies two stores, each 22x90 feet in dimensions, equipped with the most modern machinery. Mr. Kahlert was born in Germany, coming here in 1854. He is a member of the Ancient Order of Druids, and one of the active members of the Commercial club. Personally he is an affable gentleman, having at heart the intereste of the city in which he has achieved his success. He has a host of friends, who are unanimous in praise of his qualifications as a business man and a useful citizen.

THE WOLTERSTORFF-HASKELL MANUFACTURING COMPANY.

The Wolterstorff-Haskell Manufacturing company, Nos. 208, 210 and 212 East Seventh street, deals in ranges, stoves, and all kinds of household and hotel furnishing goods. This house was founded in 1872 by J. H. Wolterstorff, and in 1891 the company was incorporated with a capital of $100,000 and the following officers: J. H. Wolterstorff, president; W. H. Kuhlman, vice president, and S. C. Haskell secretary and treasurer.

This company manufactures the celebrated "Commander" ranges, which have attained a wide popularity, and makes a specialty of furnishing kitchen outfits of all kinds, from the smallest family affairs to hotel, hospital or other large establishments. Among those equipped by the company are the Commercial club, Ryan and Windsor hotels, and hospitals at Fergus Falls and Rochester.

WATEROUS ENGINE WORKS CO.

One of the oldest manufacturing concerns in the country is the Waterous Engine Works Company of St. Paul, Minn., and Brantford, Ont. This immense establishment, having a clientage in every known country in the globe, was founded by the late C. H. Waterous, of Brantford, Ont.

Till recently they have been engaged in St. Paul exclusively in the manufacture of steam fire engines and fire apparatus. During the past year, however, a new line of manufacture has been added, that of a patented clutch bulley, which is used principally in connection with electric plants. The local house, under the management of Messrs. F. L. Waterous and Frank Waterous, has built up a splendid trade all over the West.

P. P. BARTHOL.

Among the people engaged in the manufacturing and repairing of machinery used in making boots, shoes and harness is P. P. Barthol, whose shop is at 244 East Fourth street, corner of Wacouta street. Mr. Barthol established his business one year ago, prior to which time he was the leading workman in the boot and shoe factory of C. Gotzian. He makes wire stitchers and printing machines, and is shortly to begin the manufacture of his own patents, the automatic spacing and punching machine, and the improved shank burnisher for boots and shoes. Mr. Barthol was born in Wisconsin, and has lived in St. Paul seven years. He is a skillful workman and of a decidedly inventive turn of mind. His trade is rapidly increasing.

TWIN CITY CARRIAGE WORKS.

The Twin City Carriage works, 166 and 168 University avenue, and owned by Mr. A. Barth, were started in 1890 by William L. Zobel. Mr. Barth came in a year later, and became sole proprietor in January, 1893. He manufactures vehicles of all kinds and does repair work, guaranteeing satisfaction in all cases. Mr. Barth is the inventor and manufacturer of the Twin City oscillating coach bobs and adjustable axle runners. He is reasonable in his charges, and is managing a constantly growing business. Mr. Barth is a Pythian Knight.

FUEL SUPPLIES.

THE ST. PAUL & WESTERN COAL COMPANY.

The St. Paul & Western Coal company was incorporated only a year ago last July. The officers of the company are George W. Bright, president; J. F. Stone, secretary and treasurer, and Mr. C. S. Morgan, vice president and manager. These promoters incorporated as a mining and shipping company, and at once obtained possession of the best anthracite and bituminous coal mines in the territory lying within reasonable shipping distance of St. Paul. Among these are the Sunday Creek & Hocking Valley mines, of Ohio; the Middle Grove, of Illinois, and the La Salle and Wilmington, also of Illinois.

The company has docks at Chicago and West Superior, Wis. The general offices are in this city in rooms 621 and 623 of the Manhattan block.

The St. Paul & Western has a capital stock of $100,000. The entire management is in the hands of Vice President Morgan, who came here from Columbus, O. Mr. Morgan is assisted by Mr. E. E. Farmer, cashier of the company, who has been in that position since its inception. The outside man is Mr. W. S. Holcomb, who is highly esteemed by the company.

LONG BROS.

Among the prominent dealers in fuel in St. Paul are the Long Bros. They sell coal and wood at 467 St. Peter street, corner of Ninth, and have a large stock of all kinds of hard and bituminous coal and fire wood. The firm was started in 1885 by Messrs. Theodore and Nicholas Long, who are still running the business. Their sheds on the Great Northern railway tracks, at the foot of Rice street are very extensive, and their facilities for obtaining coal and wood from outlying points are of the best. They employ fifteen teams, and twenty-five men, and their annual sales will for this year exceed $100,000. The Messrs. Lorig are enterprising business men, in every sense of the word. They have been in this city six years having come here in 1885 from Dorchester, Wis., and in the half dozen years that they have been located here, they have commanded the respect and esteem of both customers and contemporaries.

JOHN DOWLAN & SON.

For more than twenty years, John Dowlan has been in the coal and wood business in St. Paul. He began in 1871, in a modest way and recently admitted his son F. S. Dowlan to partnership. The office is at 35 East Fifth street, and the yards at Westminister street and on East Sixth street between Brooks and Kittson. Seventy-five thousand dollars have been invested in the business; fourteen men and as many teams are employed in summer and double that number in winter. All coals are handled, but principally hard and steam coals.

LUMBER.

BJORNSTAD & OMDAHL.

St. Paul has always been a splendid location for all lumber dealers by reason of its central position and the unusual enterprise of its lumber dealers. A firm favorably known for its honesty and courtesy is that of Bjornstead & Omdahl, located at the corner of Rice and Tilton streets. Their manufactory of sash, doors, hardwood finish, stairwork, etc., has made them famous and given to them a large and well earned share of the public patronage.

EDWARDS LUMBER COMPANY AND THREE STATES LUMBER COMPANY.

Among St. Paul's well-known lumber firms are the two institutions above named. The Edwards Lumber company manufactures cottonwood and poplar lumber, and makes a specialty of cottonwood box boards. It owns its own timber and operates its own mills at Edwardsville, Ark., and has its main office at 307 Manhattan block.

UNDERTAKERS.

WILLIAM DAMPIER.

A popular embalmer in this city, who uses only the latest methods in his business is Mr. William Dampier, who carries on an undertaking business at 20 West Third street. He makes a specialty of night calls, his telephone number being 378-2.

H. H. SCHROEDER.

H. H. Schroeder, 18 East Sixth street, undertaking and embalming, is second to none in the city. He keeps a complete line of caskets, trimmings, etc., on hand, and is prepared to answer all calls with promptness. Mr. Schroeder came here in 1860, and began his business three years later. He is highly respected.

Herbert M. Temple,
Public Accountant & Auditor,
Germania Life Building,
St. Paul, - - Minn.

ITALIAN CADETS.

Three Ship Loads of Them Reach New York.

NEW YORK, Aug. 13.—The three Italian war ships which arrived here Saturday afternoon, with 300 naval cadets on board, were visited today by about two hundred people, all apparently of Italian descent. All these vessels were open to visitors from 2 to 5 o'clock in the afternoon. Tomorrow the flag ship, the Vittorie Emanuele, and the Florio Gioia will be open between the same hours. The third ship, the Amerigo Vespucci, will not receive visitors. All the cadets had shore liberty after 2 o'clock today. They came ashore at West Thirty-fourth street in five launches, and ran the gauntlet of a small but curious crowd that stood on the wharf to inspect them. They are a fine-looking lot of young fellows, between seventeen and twenty years old. About 5 o'clock the cruiser San Francisco, which had just returned from Boston, passed the Italian ships and anchored off Forty-second street. As she passed she fired a salute to the vice admiral and his fleet. This was at once returned, and the usual ceremonial calls between the commanding officers quickly followed.

It has been fourteen years since the annual cruise of the Italian cadets brought them to this side of the Atlantic. Within a few days the cadets will start for a visit to the world's fair at Chicago, going in squads.

Movements of Steamships.

BOSTON, Aug. 13.—Arrived: Bothnia, Liverpool.

NEW YORK—Arrived: Rhætia, Hamburg; Fulda, Genoa; Aurania, Liverpool; Furnessia, Glasgow; Egyptian Monarch, London.

HAMBURG—Arrived: Polynesia, Baltimore.

HAVRE—Arrived: Bourgogne, New York.

QUEENSTOWN — Arrived; Indiana, Philadelphia.

Satolli to See Corrigan.

WASHINGTON, Aug. 13.—Mgr. Satolli will leave tomorrow morning for New York, accompanied by his secretary, Dr. Pahl, to visit Archbishop Corrigan on invitation of the latter. He will visit various institutions connected with the Catholic church in New York. The length of his stay is uncertain.

For a clear head and steady nerves Take Bromo-Seltzer—trial bottle 10 cts

THE FOOD PRODUCTS.

Many Millions in Meats for Mankind.

HEAVY LIVE STOCK INTERESTS.

Facts Concerning the Various Stockyards.

THE CATTLE FROM MONTANA.

Packing and Slaughtering on a Large Scale.

A COMPARISON.

If all the live stock and packing interests in the vicinity of St. Paul were concentrated at one point the value of the business handled at that point would be very close to $20,000,000 per annum. It is only a few years since the live stock and packing business was developed at the Union stockyards, South St. Paul, where there is a packing capacity of 4,000 hogs, 1,000 sheep, and 500 head of cattle per day. The receipts there last year were 412,631 head of live stock, valued at $6,500,000. The products of South St. Paul last year (including distillery output, $3,800,000, and a malting business of $150,000), made a grand total of $10,180,000. More than 1,200 men are employed in the stockyards city. Many of them live up town, as they have a five-cent fare on the motor trains. The Minnesota Transfer handled 163,523 head of live stock last year, value close to $5,000,000 and a large business, fully equal to the Transfer, is done at the Twin City stockyards and packing houses. These are located a short distance northwest of St. Paul, in Ramsey county, while the Union yards are three miles south, in Dakota county. The Minnesota Transfer is about midway between St. Paul and Minneapolis, on the Interurban electric line. An extensive horse market is carried on at this midway point, but a good many horses are also bought and sold at the other stockyards points. The facilities offered for handling stock are of the very best, the competition being keen to secure the business by the different yards. The water used is mostly from artesian wells. The stock-owners admit that it cannot be excelled anywhere in the Union. If the concentration of interests referred to above were accomplished the live stock business of the Northwest would be to St. Paul what the same industry in the Southwest is to Kansas City—a very notable factor in commercial circles. Being scattered here at present it does not impress the country shipper as it should. Its importance is partly lost sight of. Nearly all of the famous Montana and Dakota beeves are handled here, and many of them slaughtered here during the progress of the Northwestern cattle run, which numbered 155,000 head last year. A great many cattle and sheep are fattened here.

FOOD PRODUCTS.

H. J. HEINZ COMPANY.

Pickles, preserves, fruit butters, sauces and table condiments of the "Keystone brand" have become articles of common use in almost every household. These goods are manufactured by H. J. Heinz company, established in 1869, whose headquarters are in Pittsburg, Penn, where they have a farm of 4,000 acres of growing vegetables. Their packing houses at La Porte, Walkertown, Plymouth, Ind.; Sharpsburg, Ross, Penn.; Muscatine, Io.; their salting house at Walkertown, Ind., and also two houses in New York state; their horseradish factory at Sharpsburg, Penn., are all extensive establishments; and they have thirty-five flourishing branch houses wherein they are doing one-fifth of the business in the United States.

The Northwestern branch at St. Paul, 117, 119 and 121 West Third street, consists of the ground floors and basement of three large stores and a two-story stone warehouse. Here are carried pickles of every description (sweet pickles especially), vinegars, sauces, chow chow, catsup, horseradish, sauerkraut, mustard, preserves, jellies, marmalade, jams, etc., of the highest quality. R. C. Farrish, the manager, is a Canadian by birth, who has been a resident of St. Paul for some years. The trade at this point covers Minnesota, the Dakotas, Wisconsin, Montana, Wyoming, Washington and Alaska. He keeps several traveling salesmen constantly on the road. The "Keystone," "Heinz's" and "Extra Family Brand" have received thirty medals and first rewards at expositions in this country and Europe. The new plant in Pittsburg covers one city square and covers six acres of space and the firm's vegetable farm at that point is one of the agricultural wonders of the world. This company has a magnificent display at the world's fair agricultural building, gallery floor, section F., columns D-8 and E-8.

THE M. A. GEDNEY PICKLING COMPANY.

The M. A. Gedney Pickling company was established in 1880 by M. A. Gedney, and was organized in 1888 with a capital of $100,000, and with the following officers: M. A. Gedney, president and general manager; J. P. Gedney, vice president, and I. V. Gedney, secretary and treasurer. The St. Paul factory and office are at the corner of West Wabasha street and the levee, and are provided with all the necessary appliances for the prompt turning out of the goods.

The articles of manufacture embrace pure Minnesota standard vinegar, beet sugar vinegar, pure white wine vinegar; home-made or spiced pickles, sweet, mixed and chow-chow, gherkin, fancy and onion pickles, bulk pickles, catsup, Worcestershire sauce (Gedney's), mustard, olives, and pepper sauce; also the famous Minnehaha brands.

The annual sales amount to $100,000, and the trade extends throughout Southern Minnesota and in Manitoba, and the city trade—St. Paul and Minneapolis—is very large, three traveling men being employed to attend to the local territory. The officers of the company are young men who have a deservedly high standing in business and social circles.

BARRETT & BARRETT.

In the cider and vinegar trade in St. Paul the firm of Barrett & Barrett, at 242 and 244 East Fourth street, take high rank as regards purity of production and conscientiousness in treatment of customers. The members of the firm are W. H. and C. R. Barrett and W. B. Hastings, and the business was originally established in 1866 at Holley, N. Y., where the apple presses are still operated and the justly famous goods are manufactured. The principal output consists in New York clarified cider, crab apple cider and malt-brewn goods.

SCHREINER MANUFACTURING COMPANY.

The Schreiner Manufacturing company, 108 West Fairfield avenue, was organized in April, 1889, with the following officers: Ph. Schreiner, president; P. Madison, secretary and treasurer, and Robert Schreiner, manager. Pickles, vinegar, mustard, horseradish, catsup and sauces of all kinds are manufactured and shipped to all parts of this state. Several traveling men are employed, and the business is rapidly assuming large proportions.

WELCH & HERDMAN.

Among the many bright and progressive men in St. Paul who make a business of bringing the producer and consumer into intimate relations, J. P. Welch and J. N. Herdman, members of the firm of Welch & Herdman, wholesale and retail commission merchants, at 168 South Wabasha street (telephone 362-4), have been conspicuous during recent years. This business was established in 1889 by Welch Bros., and has always held the same location. A specialty is made of hay, grain, flour and feed, and the firm is as heavily engaged in the feed and hay trade as any concern in the city, employing seven hands constantly, and has use in the transaction of its every-day business for six double teams, as it does a large draying business in addition to its regular commission trade. Mr. Welch is a young man of much ability, who, during his mercantile career in the city, has made many friends and has built up a business of which he has reason to feel proud.

SMITH & WARREN.

Smith & Warren, at 236 West Third street, carry on a general trade in hay, corn, oats and grain, and provisions of all kinds. They are representative business men, who have had their present establishment since April 1, 1893.

WOLFF & LEHMANN.

Wolff & Lehmann have been known as reputable dealers in general produce and commission since the installment on the West Side five years ago. They are natives of Germany, but for ten years have lived in St. Paul, and are respected and esteemed citizens.

KEITH, WHITE & CO.

The firm of Keith, White & Co., which was formed in 1889, is rapidly becoming one of the best known of those engaged in the sale of butter, cheese, eggs, etc. They are owners of the Crown and other large creameries, and have unusual facilities for the handling of general produce and garden truck. Their sales for last year were $300,000, and the firm is known throughout the state.

HOGEBOOM & JERRARD.

One of the most prominent commission houses and wholesale dealers in fruit and vegetables was established in April, 1883, by C. M. Hogeboom and F. H. Jerrard, who have invested a capital of about $10,000, and do an extensive wholesale trade, covering a large portion of Wisconsin, North and South Dakota, Montana, etc. Messrs. Hogeboom & Jarrard have been for seven years in the same line of business in connection with the house of B. Presley & Co., of this city. Mr. Hogeboom has been a resident of Minnesota for twenty years, until seven years ago at Minneapolis, and since then at St. Paul. These young men possess splendid qualifications as business men and a high degree of confidence among their fellow citizens and associates in business.

M'GUIRE & MULROONEY.

A leading fruit produce commission house is that of McGuire & Mulrooney, of 374 East Sixth street. The members of the firm are Philip F. McGuire and James E. Mulrooney, who four years ago invested $10,000 in the business, and now have an annual trade of nearly $200,000. They employ nine men and three traveling men, and their business extends over the entire West. The firm is composed of two of St. Paul's greatest hustlers, and is a member of the board of trade. They refer to the mercantile agencies, to the banks and wholesale houses.

MILTON DAIRY COMPANY.

One of the leading dairies in St. Paul is the Milton Dairy company, of which the owners are Thomas, Frederick and Joseph Milton. The first named is the general manager, and attends to the overseeing of the dairy products, both in its reception and disbursement.

The firm was established in 1883 by Mr. Thomas Milton. The concern occupies the building at 772 Wabasha street, where a general business is carried on in butter, cheese and eggs. They are the makers of the celebrated "Star Brand" creamery butter, which has gained a name for itself all over the West. They have separating stations at Murdock and Belle Plaine. The partners are men in the prime of life, who have a solid standing in the commercial world.

CITY MILK COMPANY.

The City Milk company at 552 Robert street is one of the best known of pure milk, cream and butter dispensaries. Mr. Lowell Pierce, the sole owner, is a self-made man, who gets his supplies mainly from Farmington, Minn.

F. B. FARGO & CO.

Agency of the house of F. B. Fargo & Co. was established in St. Paul Jan. 1 last, C. E. Frink being placed in charge. Twenty thousand dollars have been put in the local branch in creamery and dairy supplies, the depot being at 98 South Robert street.

MINNESOTA MILK CO.

Perhaps the largest establishment in the Northwest devoted exclusively to the milk business, is that of the Minnesota Milk company, owned and managed by R. E. Ide. The business was established by Mr. Ide in 1886, and it is one of the best known and most profitable dairy establishments in St. Paul. The location of the business is at the corner of Seventh and Jackson streets, where Mr. Ide carries on an extensive trade in milk, cream, butter, cheese, eggs, etc. In 1889 he sold the establishment, but soon repurchased it and has since given it all his time and attention. The premises occupied comprise an L-shaped store, 18x100 feet in area on Seventh street and 40x15 feet on John street. Mr. Ide is also a member of the firm of Ide, Thompson & Co., produce commission merchants.

SPANGENBERG MEAT COMPANY.

Albert Spangenberg opened a place of business in St. Paul nearly a quarter of a century ago, soon after reaching here from his native country, Germany. His place of business is at 313 West Seventh street, corner of Ramsey, where he occupies the ground floor and basement of the building. The store is fitted up with cool and elegant white marble counters, ice-coolers, mirror, panels and other handsome furnishings.

Mr. Spangenberg carries in stock fresh and salt meats of all kinds, game, poultry, canned goods, fruits and vegetables. Four experienced helpers are at his store and two teams deliver orders to customers in all parts of the city. The trade is large and growing. Mr. Spangenberg has a wide acquaintance in business circles, and has a very large circle of friends in business life, all of whom esteem him for his many excellent qualities. He takes a great deal of interest in the city and always advocates what will advance its trade and strengthen its influence.

A. BOOTH PACKING COMPANY.

The St. Paul branch of the A. Booth Packing company is managed by Mr. C. W. Turner, who established it in 1885. Prior to that date he had been with the Chicago branch for a number of years. The house is at 60 East Third street, where the office and warehouse occupy a three-story and basement building, and in addition to this a two-story building on East Second street is utilized. From thirty to forty people are employed. This company is engaged in the packing of oysters, fish and canned goods. The houses at Baltimore, Md., constitute one of the chief industries of that city. In addition to theses it operates large salmon canneries at Astoria, Or.

The St. Paul agency is headquarters for this city, Minneapolis, Duluth, Ashland and Bayfield, Wis., and Port Arthur, Can., and under Mr. Turner's able management the territory has been made to yield a very large trade.

Mr. Turner is a native of Illinois, and has been fourteen years with the company. He is a Knight Templar, also a member of the Mystic Shrine, standing high in the Masonic order.

LIVE STOCK.

ST. PAUL UNION STOCK YARDS.

The St. Paul Union Stock Yards came into existence in 1887, having been established by Messrs. A. B. Stickney and Oppenheim & Kalman, of St. Paul, Minn., and Robert Benson & Co., of London, Eng., and the company was incorporated with a capital of $2,500,000, which amount was invested in the construction of the immense beef and pork packing houses, besides the substantial yards, pens, stock exchange, and the other necessary buildings. The offices and yards are at South St. Paul, and the management of the concern has been entrusted to the following-named men: President, Mark D. Flower; general superintendent, W. G. Denney; secretary and treasurer, A. A. McKechnie. The yards have over thirty miles of transfer tracks belonging to the St. Paul Union Stock Yards company, which are operated by the Chicago Great Western Railway company. The pens hold 10,000 cattle, 25,000 hogs and 5,000 sheep daily, and the annual sales average $12,000,000. The stock yards in South St. Paul and the extensive trade, extending all over the country, have enhanced the value of property in that suburb, and an investment in real estate there is sure to meet with handsome returns.

CUNNINGHAM & HAAS.

A well established live stock commission firm is the one established seventeen years ago and doing business under the name of Cunningham & Haas, at Exchange building in South St. Paul, and at the Twin City stock yards. They deal in all kinds of stock except horses, and their business extends over the entire West, while the annual sales have reached $2,500,000. Mr. Cunningham is a New Yorker, and spent a number of years in Montana. He came here in 1875, and attends now to the Minneapolis branch.

TOMLINSON, BOWLES & CO.

An important live stock industry in South St. Paul is that of Tomlinson, Bowles & Co., established five years ago by Tomlinson, Burghardt & Co., and doing business at room 22, Exchange building, in South St. Paul. The company deals in all kinds of live stock, and and has built up an annual trade of $1,250,000. A branch house is operated in Chicago at room 93, Exchange building, Union stock yards. The local manager is Mr. T. P. Atchison, a thoroughly capable and popular business man. The company is well known all over the West.

MISCELLANEOUS INTERESTS

ST. PAUL STAINED GLASS COMPANY.

The St. Paul Stained Glass company, of 171 East Sixth street, is the only exclusively St. Paul house in their line. It manufactures mosaic glass and glass beveling, and has a large trade in window, beveled and mirror glass. At the works, where eighteen men are employed, every kind of special machinery is used and only the most skilled designers are employed. The company was incorporated in 1887, and the officers are: C. W. Hackett, president; John Breck, vice president, and M. De Motte, secretary abd treasurer.

WALKER MEDICINE COMPANY.

The treatment and remedies of Dr. Walker, who has prepared the formula for his noted remedies, now owned and controlled by the Walker Medicine company, are now found all over the Northwest.

Dr. Walker is the head and front of this company, which has offices at 421 Wabasha street.

The fame of Dr. Walker is spread throughout the United States and Canada, and especially wherever the ravages of diphtheria and kindred ills have been most felt. It was he who, five years ago, went out to Rush City and stopped the diphtheria epidemic there and made remarkable cures in rheumatism and similar afflictions. Dr. Walker's success has been due to these facts—that he had one of the most thorough of medical educations, to which is combined a very long experience, and above all he possesses that magnetism granted to but few, that has enabled the possessor to effect some of the most remarkable of cures.

PROF. P. D. ENCKE.

Prof. P. D. Encke is manager of the Institute for Massage and the Swedish Movement, whose office is in the Endicott Arcade building, and whose office hours are from 10 to 12 a. m. and 2 to 4 p. m. From 9 to 10 p. m. he is to be found at Bethesda Hospital, of whose board of physicians he is a prominent member.

Prof. Encke was born at Christiana, Norway, and was educated in the public schools of that city. He was