

evidence under the heading "Climate and Health," however let it slide. The Central Drug Store dates from "away back." Anyhow, Pilkey & Co have been there for nearly 20 years, and enlarged it to double the size, 6 years ago. They deal in general drugs, proprietary medicines and fancy goods. One of the firm, being interviewed by me, spoke of an advance in some patent medicines, not much change in fancy goods. They sell a good deal more quinine than in old days, partly from increase in population, but chiefly from its very much greater cheapness which leads people to use it freely for dyspepsia and as a general tonic. They fully confirm Dr. Radley's evidence, as to decrease pushed almost to the point of cessation, in sales of Fever-and-Ague medicines. At this point Asher Hinds, a Dover farmer, chipped in his oar, acceptably. "12 years ago I shook with fever and ague. If I drank water on an empty stomach, or got wet, I shook all day. The causes of fever and ague were beginning to wear out of the County, through drainage, but remember I had the dregs of it, of fifteen years still further back, in my system. Since 12 years ago I gained 20 lbs. of flesh." I next tackled Alex. VonGuntzen of VonGuntzen Bros., watchmaker and manufacturing jeweller. He finds a large demand for high-class diamonds, and keeps a large stock of loose and set stones. To him also comes the sheepish-eyed seeker after marriage licenses, of which he sold 223, a fair average, in '93; wedding rings to 7 out of every ten of these. Business established in Chatham in 1847. He finds 20 per cent. drop in articles of sterling silver; 30 per cent. cut in watches. In spectacles he imports his frames from the States and glasses from England in better grades. Finds trade increasing. Employs from 4 to 5 hands. American lever watches are all the rage with screw cases. To illustrate drop he showed me a gold Cronograph Swiss Repeater, retailing at \$150, of which the wholesale price 5 years ago would be from \$225 to \$275. G Sulman, 8 years in Chatham, was next interviewed. He sells 75,000 rolls of wall paper in the year. Ridiculous drop in values. Papers which used to sell for 40—50 cents per roll (36 s. f.) can be bought now for 15—20c. Low grades 3 cents a roll. I was glad to find him saying that his sales of dime blood-curdling novels had dropped off, being replaced by that of the works of Conan Doyle and Hall Caine. James Holmes, 26 years in business in Chatham, as stationer, book seller, etc., finds big drop, 50 per cent. in all lines; wall papers would have fallen more than that were it not for the duty. Dime novels not nearly so much called for. Large increase in sales of newspapers and magazines, at least 10 fold. Always steady sale of Xmas presents. Much greater variety in High School books. Very few slates sold, as they use scribblers. Don't sell 1 for 30 in old times. Used always to order 10 cases of slates at once—now 1.

