tinguished by a fair degree of activity, and the export demand is very satisfactory. Sole is in especially good demand.

PROVISIONS.—Supplies of butter con-tinue large, with a slack demand. Dairy choice, is quoted at 16 to 17c.; while for inferior there is practically no request. Cheese is dull and easy. There are large offerings of eggs. and the market is

# The National Banker

84 & 86 La Salle St., Chicago, Illinois.

A journal of national circulation. Is read by bankers, capitalists, investors, retired merchants. If you want to reach a good class of buyers and the moneyed and investing public, advertise in the National Banker. Sample copies free. Advertising rates on application.

## **Every Business** Man

in search of valuable up-to-date Ideas should send for a copy of

### **Profitable Advertising.**

It contains from 80 to 130 pages of original text. profusely illustrated. TEN CENTS for a sample copy. \$2.00 for 20 Months (until the end of 1902). After June, subscription price will be \$2.00 per year. Address

#### Profitable Advertising, Boston, Mass.

KATE E. GRISWOLD.

Two dollars means only two hundred cents, but an idea may mean two thousand dollars.

## "Short Talks on Advertising'

994 pages 123 illustrations; sent post-paid on receipt of price. Paper binding, lithographed cover, 25 cents. Cloth and gold, gold top, unout edges, \$1.00. CHARLES AUSTIN BATES Vanderbilt Building, New York.

Vanderbilt Building, New York. "Mr. Bates' Masterpiece. It is interestingly and readably written-more readable than one would believe possible on so hackneyed a subject as advertising-and it is illustrated by pictures intended to lend a humorous turn to many of the sentences in the text. For those who want a general idea of advertising principles, the book will be found valuable, and even the readers to whom its subject is more than familiar will find it an interesting companion for a leisure hour. It is full of apothegms, every one of which rings with a true note." -Geo. P. Rowsli. "Excellent Work."-Buffalo Evening News. "Interesting and profitable."-Baltimore Herald. "Lively and Sensible."-Philadelphia Evening Telegram.

Telegram. "Handsome and Clever."-New York Press. "Should be read twice."- Cleveland World. "Should be on the desk of every advertiser."-Cleve

"Should be on the dess of over, \_\_\_\_\_\_\_ and Press. "Best thing we have seen."-Buffalo Express. "Most practical and helpful."-Minneapolis Journal "Every advertiser may read with profit."-St. Louis Post-Dispatch. "Mr. Bates has rendered a service to all progressive business men."-Philadelphia Record. "Most; nteresting of all instructive Books."-Buffalo Times.

"MOSTI Dictioning of an and a second second

vertiser. 'Striking and readable." - Baltimore American, "Cannot fall to prove interesting."—Pittsburg Pres "Should be in the hands of every business man." Philadelphia Ledger.

easy, though the demand is quite brisk. Poultry, good stock, is in fair demand. Hops are steady. Dressed hogs are firm at \$8 or a little over, and hog products

are selling freely. WOOL.—The increased demand in the American eastern markets has brought about a better tone here; but prices have not advanced and no business is so far being transacted.

#### THE CHEMICAL MARKET.

Messrs. S. W. Royse & Co., speaking of the Manchester market, say that dullness prevails in the chemical trade; there ness prevails in the chemical trade; there appears to be little expectation of any early improvement, and new business continues to be mostly of a hand to mouth description. In heavy alkalies some decline is latterly noticeable. Bleaching powder is easier and is weak, and some re-sale parcels are offering at considerably under makers' prices. Caus-tic soda, although nominally unchanged in value, is more plentiful and has an in value, is more plentiful and has an easier tone. Ammonia alkali is un-changed, and soda crystals and bicarbon-ate are steady. Chlorates of potash are easier. The state of trade in the tar products branch is not satisfactory. Crude carbolic acid is barely steady, though moderate quantities have been selling at somewhat reduced prices. Pitch is steady, but not much doing. Creosote is rather more active; prices, however, remain very low. Tartaric acid is very firm.

In Baltimore, the ammonia market during the past month has been very firm. There has been an active demand from both east and south. Stocks in the best are light, and for prompt and nearby shipment extreme prices are being asked; for futures, when offered, bids have been much below current figures. There have been sales of contracts, May to October, on basis of \$2.20 and 10 basis, Balti-more, but the western market is almost bare of material at present. Large users of ammoniates disclaim interest in futures at anything higher than moderate prices. The fish catch will shortly become an item in the question of prices for am-moniates over the next six months. The H. White & Co., Baltimore, quote prices as follows:

Crushed tankage, 101/2 per cent. and 15 per cent., \$23.50 to \$24 per ton, f.o.b., Chicago.

Crushed tankage, 10 per cent., \$22 to \$22.50 per ton, f.o.b., Chicago. Crushed tankage, 6 per cent. and 25 per cent., \$14.50 to \$15 per ton, f.o.b., Chicago.

Concentrated tankage, \$2.10 per unit, f.o.b., Chicago.

Ground blood, \$2.171/2 to \$2.20 per unit, f.o.b., Chicago.

Hoof meal, \$2.10 per unit, f.o.b., Chicago.

Crushed tankage, 9 per cent. and 20 per cent., \$2.40 per unit, c.a.f., Baltimore; prompt shipment.

Suphate of ammonia, foreign, \$2.70 to \$2.721/2, c.i.f., Baltimore and New York. Domestic, \$2.75, f.o.b., Boston.

-In his attitude toward the daily press, Lord Kelvin presents a curious contrast to some other well-known men. To an To an interviewer, who asked him whether he read a great deal, Lord Kelvin, a little while ago, made the rather startling reply that he had not read a book for thirty years. "I read nothing but the daily Well, perhaps that is an overpapers. papers. Well, perhaps that is an over-statement; it may not be thirty years, but it is a long time. Of course, I am con-tinually referring to books, but I have not the time for steady reading, except the daily papers, and I feel especially bound in crises of our history to study the course of events." Compare this with Mr. Balfour's statement: "I never read the papers!"

