

TOMORROW WE PLACE ON SALE THE ENTIRE NEW YORK

BANKRUPT DRY GOODS STOCK OF M. C. Spencer & Co.,

142 TO 146, WEST 125TH STREET, NEW YORK.

BOUGHT FROM THE UNITED STATES MARSHAL'S AUCTIONEERS, JOSEPH SHONGOOD & SONS, AND WHICH MUST BE CLOSED OUT TOMORROW.

\$2.50 Lawn Percale and Madras cloth elaborately trimmed wrappers and house gowns at **59c**

BOSTON STORE

16th and Douglas Omaha. J. L. BRANDEIS & SONS PROPRIETORS.

Immense Sale of Black and Colored

This week, beginning Monday, we will place on sale the balance of the silks from the M. C. Spencer & Co. New York Dry Goods House, and in order to close them out quick, we will put the prices at a ridiculously low figure. There never was such an opportunity to buy silks of every description so excessively under value.

75c quality striped taffeta and 27-inch china silk in all colors, wash silks, checks, stripes and plaids—all at—**25c**
25 cents a yard.....

Foulard silks in all the new spring designs and colors, fancy silks in plain colors, black brocaded silks—all of these sold in New York City at \$1.00—on sale at **39c** a yard.....

Evening silks in brocaded satin duchesse, black and corded silks in all colors, including new grays and tans for spring, black brocaded silks, bayadere silks, satin rhadame, sold in New York city at \$1.50 yard—choice at—yard

49c and 59c

WAIST SILKS.

The choicest range of the newest corded taffetas, checks, stripes and plaids, everything that is waist silks, no matter what the value is—in our silk department at 98c	75c quality of silk mousselin de soie, in all colors, in silk department, at—yard 29c	White and cream silk taffeta, the scarcest article in the city, and so stylish this spring, \$1.00 quality, in silk department— at—yard 59c
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SILKS New Spring Dress Goods

The biggest bargains in high class, fine dress goods ever shown on our bargain squares.

50 pieces of 75c quality strictly all wool twilled debeiges in all the new shades of gray, tan and brown, so stylish this season, bought to retail in New York City at 75c yard, go at **39c** yard.....

49c for the very best 48-inch wire twisted storm serge, that was produced to sell at 98c yard, guaranteed strictly all wool, in black, navy and brown, on sale at **49c** yard.....

29c for choice of several lines of dress goods, 50c values, comprising desirable illuminated poplins, in all the beautiful combinations and colors, Scotch homespuns, every one new spring fabrics, all on sale at **29c** yard.....

BLACK GOODS

50c for exceptionally good quality raised corded black dress goods, all new designs, especially adapted for separate skirts, on sale at **50c** yard.....

Black crepon, the popular thing for this spring's wear, in large and small blister effects, many interwoven with silk, in dress goods department at **\$1.39** and **\$1.98** yard.....

IMPORTED CHALLIS

Over 50 designs to select from in strictly all wool, cloth and silk striped effects, with beautiful floral designs, light and dark grounds, from this New York stock, at **28c** yard.....

New Trimmed HATS

We are showing for Monday the grandest assortment of new, high class, trimmed millinery, and positively shown for the first time Monday.

\$4.98 for \$10 Russian Turbans and Dress Shape Hats, in plain and fancy braids, black and all the new Cyranos shades, purple and brown, trimmed with the very best material, on sale at

\$4.98

\$9.98 for ladies' beautiful trimmed hats, copies of imported models, in all the bewildering shades of Cyranos fuchsia and blue, including black and white, on sale at **\$9.98**

\$2.50 and \$3.98 for immense lot of stylish trimmed walking hats, dress shapes, turbans and bonnets, for Monday's sale at **\$2.50** **\$3.98**

12 new imported pattern hats and toques, these are exclusive in design, shades perfectly blended, material light and pretty. This assortment is sure to please the most exacting, on sale at **\$15.00**



New Suits, Capes and Jackets.

All of this Spring's new styles, made of the best fabrics, man-tailored, and at exceptionally low prices.

Suits at \$12.50 made of pure all wool Venetian cloth, in all the new colors, lined throughout with taffeta silk, skirts and waists, new flaring skirt, on sale at **\$12.50**

Suits at \$5.98, made of tan covert cloth, pin checks, ladies' cloth, trimmed or plain, jacket silk lined, in this sale **\$5.98**

LADIES' JACKETS \$3.98 and \$4.98. Ladies' jackets made of tan covert cloth with the new dart top fronts, silk lined throughout, on sale at **\$3.98** and **\$4.98**

\$9.98 for extra value, very stylish, nobby jackets the latest French coat garments, jackets lined throughout with taffeta silk, on sale at **\$9.98**

LINEN BARGAINS FOR MONDAY.

Towels and Sheetting

Linen Crash Toweling, 18 inches wide, worth **3 1/2c**, 7 1/2c, yard.....

Large Cotton Huck Towels, the 10c kind, go at, each, **5c**

One big corner Linen and Damask Towels, drawn worked and fringed, worth 50c, go at, each, **15c**

Ready-made Sheets, 81x90 inches, worth 50c, at, each, **29c**

Linen Pillow Slips, hemstitched, worth 75c, each, **29c**

Damasks, Etc.

36-inch Damask Stand Covers, worth 75c, each, **39c**

All linen Dresser Scarfs, worth 35c, each, **15c**

Hemstitched Table Cloths, 10-4 size, worth **\$1.59**

Heavy Satin Damask, 54-inch Scarfs, two rows of open work, worth 75c, each, **25c**

Table Damasks.

Pure all linen Scotch Table Damask, worth 50c, yard, **25c**

Extra heavy German Table Damask, worth 59c, yard, **39c**

Immense bargain in 72-inch Barnsley Satin Damask, worth **75c**

Grand special bargains in Napkins at **75c 98c \$1.25 \$1.50 doz.** Most of them worth double.

Grand Special Sale in Drapery Dept.

The entire lace curtain stock of M. C. Spencer & Co., 142 to 146 West 125th street, New York, is placed on sale in our drapery department. M. C. Spencer & Co. are well known in New York for carrying the finest stock of lace curtains in the metropolitan city. In Omaha we are well known as doing the largest lace curtain business, and the purchase of this stock will easily maintain for us the position as carrying the largest stock and doing the largest lace curtain business in the west.

We offer tomorrow Nottingham, Irish Point, Brussels and Tambour Curtains for **50c** a pair and up to **\$12.50** pair

Without doubt this is the biggest bargain ever offered in fine draperies anywhere.

Fine Tapestries, Brogates and Wool Tapestries from the Spencer stock. Monday we will offer the entire stock of high class drapery fabrics at **50c 75c \$1.25 \$1.98 yd**

Spencer sold these for up to \$4.65 a yard.

We will also offer the entire Spencer stock of high grade English imported Cretonne, Denim and other Cotton Drapery Fabrics at **15c yd**

Spencer's price on some of these was \$1.00 a yard.

Monday's Bargains IN BASEMENT

Extra good quality 36-inch Bleached Muslin, the 7c kind, go at, yard, **3 1/2c**

Extra heavy Unbleached Muslin, worth 6c, yard, **3c**

Wamsutta Sheeting, mill lengths, from 2 1/2 to 10 yards, for, yard, **12 1/2c**

One bale Berkley Cambric, full pieces, no remnants, yard, **5 1/2c**

One counter all the best grades white goods, in long mill remnants, worth 25c, no at, yard, **8 1/2c**

One big counter Drapery Scrim, 1c yard, **1c**

Best grade Apron Checkered Gingham, yard, **3 1/2c**

One big lot fine quality Drapery Cretonne, worth 15c, yard, **6c**

BIG OPENINGS FOR TRADE

How American Goods are Making Their Way in Uruguay.

POINTERS ON MONEY-MAKING VENTURES

Thrashers, Ironware, Cotton Goods and Coal Wanted—Jerked Beef Trade—Native Methods of Business.

(Copyright, 1899, by Frank G. Carpenter.) MONTEVIDEO, Uruguay, March 3.—(Special Correspondence of The Bee.)—The chief purpose of my trip to South America is to look up the chances for American trade. I have investigated the conditions in every city from Panama to Buenos Ayres, and I find that American goods are considered the best everywhere. We are good manufacturers, but bad sellers. We make the best tools and best drugs, but we don't know how to dispose of what we make. I have found that the Germans, the English and the Belgians are beating us in every one of these cities. The same condition exists in Montevideo. We don't get our share of the foreign commerce of Uruguay. This country bought \$20,000,000 worth of goods last year and less than \$2,000,000 worth of this was furnished by Yankee. The bulk of the remainder came from Europe. It consisted in large part of American goods, reshipped to this point. Much of it was made up of imitations of our machinery manufactured in Germany. Such things are sold down here as of American make, for the Germans are bound to hold the market if they can. This is especially so as to sewing machines. Germany does the most of the business supplying poor imitations of our best known American machines.

A Talk with an Importer.

The situation here in regard to American trade was well described to me the other night by Mr. Crocker, the manager of one of the biggest importing firms of Montevideo. He has been in business here for years and deals especially in American articles. "There is no doubt but that American goods are the best. The people here want

them, and notwithstanding the opposition, I find the sale of them steadily increasing. We have taken 350 tons of goods from New York within the past two months, and we expect an increase. It is hard to get the people to try new things, but when they get a good article they stick to it. Take, for instance, blue denim. We had great trouble in introducing them, but we now sell them by the hundred of pieces. We have many orders for Winchester rifles, and we sell all kinds of American articles. There are imported into Uruguay every year more than one hundred and fifty different varieties of things from America. Nearly every one of these sells at a big profit, and the amount sold might be greatly increased. When our people need to do it, they study this market and to look upon it as their own." "I think our merchants are beginning to do so," said I. "That may be," replied Mr. Crocker, "but it so far we have no visible evidence of it. The exporters at home lose thousands of dollars not understanding what these people want. They lose vast amounts by bad packing. The Uruguayan importers are as sharp as the Yankees. They take advantage of every fault, and if they can claim rebates on any ground they do so. Take kerosene. We get it from the United States. It comes in cans, put up in zinc boxes. If the outside boxes are at all stalling by the weather or damaged by handling, the importers assert that it injures the goods and want a rebate. It makes no difference whether the kerosene has leaked out or not. Why, upon a lot of such goods received a few weeks ago, rebates to the amount of more than \$10,000 were demanded, and I have no doubt they were allowed. "Another trouble is the matter of credit. The Germans and English will give six months on all orders, and the Americans want spot cash. They will not send goods on a consignment. There should be a large warehouse here for the display of American goods, and the big institutions of our country should have goods here on consignment, to be paid for and delivered as they are sold."

American Machinery.

During my stay I have gone through many of the Montevideo stores which are handling American goods. I see that quite a number of our agricultural implements are sold, but an odd lot that we have nothing like the trade in such things we should have. We lead now as to plows, but we

are behindhand in thrashers. Our reapers are just beginning to make headway. We should send the most of the best English thrashing machines and galvanized roofing, but Great Britain has the monopoly in all these lines. It has also the lead in iron and lead piping, and it stands first in windmills. I found one make of American windmills in Chili and the same make scattered all over the Argentine. It was universally conceded that the mill was far better than the English mills, and I see no reason why such windmills should not be sold in every part of the world. The trade should not be confined to one make of windmills, for we have many other mills which are equally cheap and equally good. Then as to reapers. We ship reapers to all parts of the world, to Japan, South Africa, to Russia and other parts of Europe. There is no reason why we should not have the bulk of the trade here if the reaper agents will work the country. An instance recently occurred which proved the superiority of the American over the English machines. One of our reaper drummers had a sample machine here in Montevideo. He was told that he could not get orders because the English machines had the run of the trade. Through the aid of Consul General Swalm he secured a competitive trial of the American and English machines. It was held on one of the big farms. The two reapers were placed side by side. Then, before hitching up, a boy was asked by the American to lift up the tongue of the English reaper. The boy tugged and pulled, but was unable to raise it. The American then told the boy to lift the tongue of the American machine with one hand. He tried it and the tongue rose up as though it were a broomstick. The agent thereupon put his little finger in the ring at the end of the tongue and thus raised it from the ground. In the trial which followed he was able to show that the American reaper would do all the work of the English reaper with half the friction and with 80 per cent less weight on the collars of the horses. The result was that he got that day an order for \$5,000 worth of machines. American Goods Which Should Sell. Consul General Swalm suggests to me that I urge the introduction of American state for roofing purposes. There is a demand for state roofing here, and our states can compete with those of Europe. It seems to me, however, that there is an even better show for galvanized iron. There is an enormous trade in this all over the

Parana valley. There are acres of it spread over the buildings of the Argentine and it forms the chief roofing material of large parts of Uruguay. We have the cheapest iron and coal in the world, and we should make this more cheaply than any other country. Still, the bulk of it comes from England, Belgium and Germany. Germany furnishes most of the wire fencing, and this is a big item in a stock country like this. Uruguay is, you know, almost altogether given up to stock raising. It is putting up more and more fencing every year, and the day will come when every one of its 12,000 square miles will be fenced and when its 5,000,000 cows and 15,000,000 sheep will be held in by wire. The market is open and our machines ought to make that wire. Another thing is printing paper. We make the cheapest and best of the kind, but Montevideo buys its paper of Germany. There are seventy-three newspapers in Uruguay, all printed on paper made in Germany. We should be first in drugs and perfumery, especially in drugs, for, through the electric power at Niagara and other things, we have the best facilities. Still, the French stand first, and we come along about fifth as to such articles. Our drugs are better put up than the French. I found some American General Swalm he secured a competitive trial of the American and English machines. It was held on one of the big farms. The two reapers were placed side by side. Then, before hitching up, a boy was asked by the American to lift up the tongue of the English reaper. The boy tugged and pulled, but was unable to raise it. The American then told the boy to lift the tongue of the American machine with one hand. He tried it and the tongue rose up as though it were a broomstick. The agent thereupon put his little finger in the ring at the end of the tongue and thus raised it from the ground. In the trial which followed he was able to show that the American reaper would do all the work of the English reaper with half the friction and with 80 per cent less weight on the collars of the horses. The result was that he got that day an order for \$5,000 worth of machines. American Goods Which Should Sell. Consul General Swalm suggests to me that I urge the introduction of American state for roofing purposes. There is a demand for state roofing here, and our states can compete with those of Europe. It seems to me, however, that there is an even better show for galvanized iron. There is an enormous trade in this all over the

there is no reason why we should not furnish the other articles. American Coal. I am glad to find that American coal is at last coming south. The coal trade of this continent amounts really to many millions of dollars, but so far it has been practically monopolized by England and Australia. Here at Montevideo over 200,000 tons are used every year, and coal brings all the way from \$8 to \$11 a ton. There is practically no coal of any value on the east coast of South America, and the coal of lower Chili, which is not of the best quality, is the only commercial coal so far used on the west coast. The most of the steamers use Cardiff coal, and this article is used as fuel by all manufacturers. The coal business of Uruguay amounts to between \$1,000,000 and \$2,000,000 a year. There is a Virginia coal that is largely used by the transatlantic steamers, which is fully as good as the Cardiff coal, and a depot for the sale of this has been established here. I have no doubt that it will do a large business, and I am told that there is a good profit in selling at the present prices. More American cotton should be sold in Uruguay. Just now England and Germany have the bulk of this trade, making their goods from our raw material and shipping them down here for sale. We have the monopoly in kerosene because the good Lord filled the rocks of Pennsylvania, West Virginia and Ohio with it, and did not put it anywhere else in quantities except in far-off Russia, and we have also to a certain extent the monopoly in stoves, pitchforks, tar and axes. The timber and the tar are on much the same ground as the kerosene, and we have no right to claim credit for the fact. The chief things we buy in Uruguay are wool, hides and horse hair. We take more than a million of their dry ox hides every year and also a great quantity of wool. There is an enormous amount of money made here in meat and hides. Uruguay is, you know, a cattle and sheep country. It has more cattle to its population than any other country of the world. There are so many cattle and sheep that if they were all in one great corral and divided among the people every man, woman and child in Uruguay would have six cattle and sixteen sheep and if they were driven off by families each family would be driving home thirty cattle and eighty sheep. The cattle, in deed, are so many that they are often killed for their hides. It is the same with the

horses. Every boy on an estancia has one or more horses. Beggars really go about on horseback in the country districts of Uruguay and the Argentine and the present of a horse to a guest is neither extravagant nor uncommon. A curious thing about the treatment of horses in this part of the world is that only the males are used for riding or driving. A gaucho will not ride a mare. He would consider it below his dignity. Mares are used for little else than breeding and when they grow too numerous are often killed for their hides. I passed through one estancia where they killed the mares for hog feed. This seems a big story, but it is true. There was an enclosure on the farm which was filled with mares at the time of my visit and just back of it in a corral were at least a thousand fat hogs. They had grown fat by eating mares' meat, and by this time they have, doubt not, consumed the meat of the mares I saw in the enclosure. The mares are killed and carefully skinned. The fat is rendered out and the meat and entrails are thrown in the raw state to the hogs, who fight over them and greedily devour them. Such pork does not taste quite like our pork. It is rather vealy and I confess since I saw the mare-killing establishment I have decided to stick to our hams. Big Money in Meat. Some of the best things in South America in the way of money making are to be found in Uruguay. I have not heard of anything that pays better than the meat extract establishments at Fray Bentos, on the Uruguay river. These establishments have been capitalized for about \$2,500,000 each, and they pay about 20 per cent a year. From a report published last February I see that the profits in 1898 and 1897, one year, amounted to more than \$500,000. The company is an English one and the stock is nearly all held in London. It kills about 300,000 cattle annually and reduces them to extract, saving the hides, tallow, horns, hair and blood and everything else connected with the animal for other purposes. It takes 100 pounds of meat to make two and one-half pounds of extract, which is worth at wholesale about \$1 a pound. The work is done during seven months of the year, and at this time 1,000 cattle are killed a day. The company makes it a rule to take no animal under 4 years of age. The cattle are killed by driving a knife into them just back of the horns, in the

same way that bulls are killed at the close of a bull fight. It takes just about eight minutes to kill a beef, skin it and cut it up. The skinner are paid 15 cents a head. After skinning the meat is cut up and steamed in warm, but not hot water. It is skinned again and again to get off the fat and left upon the fire until it evaporates into a thin molasses. As it gets cold it boxes, when it is packed into 250-pound boxes and shipped to Hamburg. Here it is repacked in little porcelain jars and shipped all over the world. It is claimed that a pound of the extract is equal to forty-five pounds of meat and will make ninety pounds of soup. Liquid Meat. In connection with this there has been a new discovery made by a Uruguayan chemist, which may possibly supersede the ordinary extract of beef. This is called carne liquida, or liquid meat. I am told that it combines both the qualities of the extract of meat with the food properties of the meat itself. The ordinary meat extracts are more tonic than anything else. They are stimulants, but they give little nourishment. This new liquid meat is not only a stimulant, but it retains the nourishment in the meat as well. Its process of manufacture is the secret of the chemist who invented it, and it is, I believe, only made in connection with him. The biggest trade in meat in the countries south of the equator is in jerked beef. Uruguay gets \$5,000,000 from this every year. Jerked beef is made in vast quantities in the Argentine Republic, in Paraguay and in Uruguay and shipped to Brazil and the other countries of South America and to the West Indies. A great deal goes to Cuba, and you will find it for sale at higher prices than those received for fresh meat in nearly every South American market house. It is called carne tasajo, or carne secca. The animal is skinned and then cut up into strips and sheets, all the bones having first been taken out. The meat is first put into a brine and then rolled out and dried in the sun. It takes a hot sun to cure it, and for this reason such establishments are closed during the winter. After it is once dried, however, it will last for years, needing only a thorough soaking to fit it for use. FRANK G. CARPENTER. Happy is the man or woman who can eat a good, hearty meal without suffering afterward. If you cannot do it, take Kodol Dyspepsia Cure. It digests what you eat, and cures all kinds of Dyspepsia and Indigestion.