

MADE IT A SCIENCE.

How Germany and France Have Developed the Export Trade.

Make the Matter a Subject of Special Study and Have Expert Government Commissions to Handle the Business.

The new age just beginning, the age of commercial rivalries between the United States and the three or four greatest nations of Europe, calls for a different kind of activity and knowledge from that which has characterized the one gone out and its predecessors. In a remarkably able paper, out of the ordinary nature of consular reports, submitted to the state department, Consul-General Frank H. Mason, at Frankfort, Germany, writes of the "Quest for Export Markets," and shows the development of an exact, scientific science of export. The individual exporter and the association of exporters are reenforced by the expert government commissions, elaborately equipped and maintained. The efforts of France and Germany in this direction are held up for the emulation of American manufacturers and exporters, and they are warned that they cannot too soon direct their attention to the record by these European countries.

He cites the fact that there are specialized courses of study in the German commercial schools, and to some extent in those of England and Belgium, with a view to imparting knowledge of the export trade, and he insists earnestly at some length upon the need of the period in this country of a class of trained young men with good manners, a practical command of French, German and Spanish languages, one or all, combined with intimate knowledge of a certain class of manufactured goods and the commercial methods, currencies, weights, etc., of foreign countries. As he says, it is not the machine, the gun alone, but the man behind it that wins the battles of to-day on sea or land in the hot conflict of war or the busy rivalries of peace. The merchant, he continues with great force, with the present and coming generation must be, like the diplomat, the consular or executive officer, a broader, more highly trained and better educated man than his father or his grandfather had need to be.

He concludes that, as no people are gifted with quicker apprehension or more ready and unerring grasp of opportunities than those of the United States, they will master the science of international commerce as they have those of cheap transportation and effective production. He regards it as certain that the closing years of the century are opening for the republic a new and momentous period of activity and national importance.

STUDY OF DOUBLE SUICIDE.

The Philadelphia Medical Journal Weighs the Power of Morbid Suggestion.

A fascinating study of "The Psychology of Double Suicide" is presented in the current issue of the Philadelphia Medical Journal, in connection with the tragedy in which Maude Hoffmeyer and Bessie Foust leaped together from a Delaware ferryboat here recently. Among other things this scientific analysis of that unique sensation says:

"The dramatic double suicide presents a problem of unusual interest to the mind of the medico-psychologist. Double suicides are not unheard of, but they are at least comparatively rare, especially in cases where both victims are of the same sex."

"This instance presents the very quintessence of hypnosis, according to any rational and scientific criticism of that cult, because it means simply the overpowering influence of suggestion acting upon a susceptible brain. The last word of encouragement spoken ere they took the fatal plunge was, in the case of these young women, endowed with a potency that far exceeded the average spell exercised by the most expert master in suggestive psychology."

"A morbid thought may be nourished and developed into frightful dimensions by the constant brooding over it of two or more distraught minds; suicide may thus become epidemic."

FOUGHT A PRAIRIE FIRE.

Passengers on a Santa Fe Train Have a Novel Experience in Kansas.

Passengers on the east-bound overland train on the Santa Fe had a novel experience in Dodge County, Kansas. Between Houston and Jetmore a prairie fire was encountered which was sweeping everything before it. A great quantity of hay and some wheat had been burned, and three homes wiped out of existence, and despite the efforts of the farmers the fire was spreading and threatening everything northward.

Seeing the situation the crew stopped the train and turned in to help fight the fire. Passengers followed suit and for more than an hour the train waited while the flames were beaten down with wet sacks and blankets and "backfires" started.

A stand was made on the railroad right of way and the fire was finally stopped there, although it crossed in a few places and burned several hay stacks on the north side of the track before it was extinguished. About 12,000 acres had been burned over.

College Women in Germany. There are over a hundred students now at the University of Berlin, against thirty-five last year.

METHODS ARE UNFAIR.

Naval Officers Complain Bitterly of the System of Promotions Now Existing.

Naval officers are bitterly complaining against the unfair methods of promotion prevailing in the navy. Under the existing law an officer is raised senior numbers for gallant and meritorious conduct, and by such promotion other officers who have faithfully performed the duties assigned them are correspondingly lowered in rank. The feeling is strong that the present law should be repealed in favor of some measure that does not work hardship to brother officers.

Under the existing system officers are not only robbed of their rightful promotion in the course of ordinary advancement, but are also deprived in many instances of the promotion gained by gallant conduct in service. As an instance of this can be cited the case of Capt. Dyer, of Admiral Dewey's fleet. Shortly after the battle of May 1 Capt. Dyer was advanced six numbers. Three of these numbers he has since lost by the promotion of officers who fought at Santiago with Admiral Schley. Even greater injustice has been done to Commodore N. H. Farquhar, commanding the Norfolk navy yard. This officer will be delayed in reaching the grade of rear admiral as naval promotions go from two to three years. The commander has also sustained large pecuniary loss as a result of being jumped in this manner. Capt. Sigsbee, the brave commander of the Maine, has also suffered by this method of promotion.

Many schemes are being devised by naval officers to remedy this manifest unfairness. Capt. F. W. Dickins, the assistant chief of the bureau of navigation, has submitted to Secretary Long a report in which he suggests a system by which officers selected for reward can receive without imposing loss of numbers, rank and pay upon other officers. Capt. Dickins urges that an act be adopted by congress authorizing the president to grant medals of honor and increase of pay to officers deserving recognition for gallantry. It is further suggested by Capt. Dickins that the officers so rewarded be classed in a list known as the roll of honor. It is asserted this system would do away with all the present evils of the existing law.

CUBA'S TRIBUTE TO A HERO.

Check for One Hundred Dollars for the Father of the First American Can Be Given.

John Meek, of Sandusky, O., father of George B. Meek, who was killed on the torpedo boat Winslow at Cardenas on May 11, has received a check for \$100 in a letter which reads as follows:

Washington, D. C., Aug. 24.—John Meek, Esq., Dear Sir: I am sending you a check for \$100 to be given to the wife, children or parents of the first American-born sailor who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor

who died in the war. I hope you will accept it.

John Meek, son himself Cambria, from the City of Mexico, sent Gen. Tomas Estrada Palma, of New York, an order for

\$100 to be given to the wife, children or

parents of the first American-born sailor