

SCOUR THE EARTH FOR THEIR BARGAINS.

How a Great Department Store Obtains the Best and Sells It for the Least—"Price" the Standard, Rigidly Adhered To.

BLOOMINGDALE BROS.' ACCESSIBLE BY ALL STREET CAR LINES, A WONDER TO THE SHOPPER, A MYSTERY TO RIVALS.

People who pass through the labyrinth of a great department store, with its colonies of departments and its avenues of bargain-laden counters, might well be puzzled many times as to what the course of travel followed by many of the things coming from remote corners of the earth has been.

The mere fact that a glove or a handkerchief or a gown or a vase is imported does not always carry with it to the hurried customer a realization that possibly a man has been sent across oceans and across continents to select it carefully from an infinite variety, and buy it at the lowest possible price.

In a great store—take the store of Bloom-



ingdale Brothers for example—the work of collecting goods from all the countries of the globe is as intricate as is the work of a great paper like the Journal in gathering the news of the world.

All that the people see in passing through a great newspaper office is the immense force of men at this end of the line, aside from the machinery and the material things necessary to get the news in shape after it has been collected. But there is an army of men at work far beyond that.

The immense success of Bloomingdale Brothers as one of the largest and most attractive stores in America may be traced, above every other source, to its splendid buying facilities, not only in America, but in the manufacturing and producing centers of every country upon which American purchasers draw for their supplies.

The institution at the corner of Fifty-ninth street and Third avenue, familiar to everyone who knows his New York at all, is an object lesson of the progress of mercantile life.

But the innumerable branches of the big house scattered broadcast over the face of the earth, at each of which a corps of buyers is busily engaged year in and year out to supply the demand of Bloomingdale Brothers' army of customers, is much more of an object lesson to those who are acquainted with the facts.

Prices, which after all are the paramount features of all kinds and qualities of merchandise, simply tell the story how well these foreign buyers have done their work. In themselves they do not convey any impression whatever of how they have come to be so small.

Everybody knows that for genuine articles, either imported or domestic, whether silks, laces, books, wines, cigars or what not, the thing offered for sale by Bloomingdale Brothers may be strictly relied upon.

The Bloomingdale Price has come to be a proverb in New York. It means that the very last cent that can be taken off the selling price has been taken off.

This is the story of the Bloomingdale Price.

"The longest pole knocks the persuasions" may be a homely saying, but it



better illustrates the ability of Bloomingdale Brothers to sell at their phenomenal prices than a whole volume of scientific explanation.

The long pole that enables this store to knock the persuasions for the benefit of its customers is in some instances a pole that reaches half way round the world.

It is the presence of Bloomingdale buyers in Japan, in India, in Germany, in France, in England, in Switzerland, and in twenty out-of-the-way places that not one in a hundred of the customers who enter the great portals of the store ever heard of.

A more completely organized corps of foreign buyers does not exist anywhere in the world. It is the one point above all others upon which every man connected with the management of the immense Bloomingdale establishment prides himself.

The largest factories in Europe and in Asia are as familiar with the face of a Bloomingdale buyer as are the selling agents of the greatest factories in this country.

The progressive American house is celebrated in all the manufacturing centers of the world for the large single orders that it makes. Immense quantities from the very largest producers and manufacturers in the world are purchased every week and every month in the year.

There is scarcely a day in the year when there is not coming across the seas, somewhere between Yokohama and New York, at least a shipload of the manufactures and productions of queer and fanciful races, whose chief knowledge of America is derived from the big orders placed with them by such houses as Bloomingdale Brothers.

Direct from the producer to the receiving room at the store in Fifty-ninth street comes every imported article sold there. There are no brokers and commission men to swell the selling price before the customer for whom the article was made gets it.

The United States Government recently put into force a civil service examination which every newly appointed consular officer must pass before he may receive his commission. This was for the purpose of securing the services of consuls at foreign ports who would be fitted to discharge their duties well and secure for Americans everything that the most favored nation enjoyed in a commercial way.

It made the consular service hard to enter.

The consular service of Bloomingdale—for it is as much a consular service as it is anything else, instituted to secure for Americans the best mercantile bargains that the world can produce—is even more difficult to enter.

The staff of European and Asiatic buyers carried on the pay rolls of the house are, first, experienced business men. They seek a bargain at home when they see it. Next, they must have a complete knowledge of the productions of the country to which they are sent. Qualities and styles mean much, and these men must be well up in such matters.

The foreign buyer for Bloomingdale Brothers must be thoroughly acquainted with the styles and fashions in New York, to be able to adapt the productions of foreign looms and potteries and factories to the American demand.

Still more difficult, he must be able to foresee what changes are to occur in these styles and fashions for a six-month to come.

Every foreign buyer in the service of the



house has been selected with special reference to these general qualifications.

What United States consul could fill the position?

The prices of the thousand and one imported things to be found on every floor of Bloomingdale Brothers tell the story of the success the firm has had in selecting this corps of skilled buyers. They have, in each instance, a special knowledge of buying, are the best judges of merchandise and drive the closest bargains.

A bargain in Tokio and a bargain in Tientsin are each quite different from a bargain in New York. Sharp practices are in vogue in the older countries more than they are even among the shrewd Yankees, and one must be schooled in commercial practices of all climes to detect them.

Bloomingdale bargains are prima facie evidence that there is some one in the employ of the firm who knows how to drive a Japanese bargain and a Taringian bargain, as well as a bargain in the selling room of an American factory.

The presence of these buyers abroad also enables the New York house to place a European or other foreign novelty upon its counters as soon as it appears in the shops of its native clime. Manufacturers in France and Ireland and England and Germany carry their samples to the Bloomingdale agent as soon as they do to the agents of the native mercantile houses.

The practice of delivering goods for foreign consumption sooner than for home consumption is as prevalent throughout Europe as it is in America, and having its completely organized and equipped force of buyers on the ground, the Bloomingdale store is in the best position to reap the benefit.

These are some of the foreign branches of Bloomingdale Brothers.

Paris, France, No. 5 Bis Rue Martel.

Berlin, Germany, No. 88 Ritterstrasse.

London, England, No. 66 Aldersgate street.

Vienna, Austria, VII, Breitgasse 6.

Fuerth, Bavaria.

Sonneberg, Taringia.

Yokohama, Japan.

In addition to these branch houses, Bloomingdale Brothers have purchasing branches in almost every prominent manufacturing and commercial city in Europe, including:

Birmingham, England.

Manchester, England.

Bradford, England.

Belfast, Ireland.

Lyons, France.

Bordeaux, France.

Calais, France.

Chaudde Pond, Switzerland.

St. Gall, Switzerland.

Piauen, Saxony.

Ghamnitz, Saxony.

When it is remembered that in addition to the maintenance of this immense force of foreign buyers, every foreign purchase made for Bloomingdale Brothers is made on a strictly cash basis, the advantage that

accrues to the consumer here in the city of New York or Brooklyn or elsewhere in America may be better understood.

One large purchaser in Belfast might require for the English or American market on one order fifty or one hundred dozen tablecloths. Bloomingdale would bargain for ten times that amount on one order and thus secure in a lump the advantages that would go to ten of the ordinarily large buyers.

In Yokohama one buyer for a large foreign mercantile establishment might purchase 200 dozen fine Japanese silk handkerchiefs. Bloomingdale's resident buyer orders 1,000 dozen, saving to the customers in New York all the commissions and extra shipping expenses that would be incurred in five big sales.

And so it is all the world round. Bloomingdale Brothers have posted at their buying depots at every corner of the earth those pioneers of the city bargain-hunters—the men who go abroad armed with orders for bargains at the frontiers of the world for a great army of people at home.

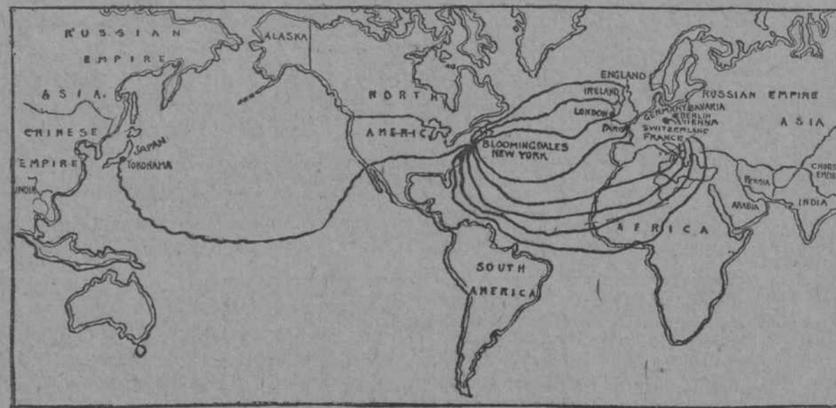
It is in this that the big mercantile house in Fifty-ninth street excels above all else. This is why you buy there the best things

house resident right here in New York would astonish even those who go into the store to become bewildered by the confusing variety and profusion of goods on sale.

On the fifth floor of the building are the buyers' offices. There are a dozen rooms side by side, along a hallway which is lined with leather-covered benches. In this hallway every morning that the store is open, up to 10 o'clock, there is an assemblage of the representatives of the very largest manufacturing and producing concerns in America, each awaiting his turn to exhibit something new and attractive to the buyer of the department to which the article belongs.

It is no unusual sight in this hallway to see seventy-five men waiting to see one buyer, while he is rapidly and skilfully inspecting the samples of the fortunate selling agent who has reached him first. It is to the interest of the largest manufacturers in the world to sell to Bloomingdale Brothers, and the cheapest prices are quoted.

The buyer's office is fitted with tables upon which the goods brought in trunks and sample cases are strewn in what to the average mortal would seem hopeless



at the cheapest prices at which they may ever be sold.

And that leads to another story.

Buying things at the cheapest possible prices abroad and securing the freshest novelties months before they are placed on sale in the foreign cities, enables Bloomingdale Brothers to anticipate the market on this side of the water.

Knowing certainly what the coming styles and fashions and concrets in Paris and London and Tokio are to be, it is easy to forecast on this side how the present American styles and fashions and concrets are to be affected by the introduction of the novelties.

So the house gets the mills and factories and potteries and looms at work over here months before the people who are to buy the things know what is being prepared for them.

Purchases made abroad are astounding to foreign sellers. The purchases on single orders placed by Bloomingdale Brothers on this side are little short of wonderful. A major percentage of the goods sold in this American store are of course of American production. The force of buyers for the

confusion. From the confused mass of samples, however, the buyer, with a single eye to the demands and needs of his thousands of customers and the function of Bloomingdale Brothers to place the best bargain before them, selects here one good thing and there another.

In each of the twelve rooms the same process is going on. Sometimes representatives from 200 immense factories await at one moment the pleasure of this force of buyers, probably the best productions of \$40,000,000 capital awaiting at one minute the pleasure and judgment of the corps of buyers who make Bloomingdale bargains.

Cash purchases chop off interest at a surprising rate in the domestic purchases, as well as the foreign, and this takes still a little more off the price at which the goods reach the shopper, who steps off the Fifty-ninth street car or the Third avenue car to buy to his heart's content within the big store.

Just as there is not a day in the year when at least one shipload of goods is not coming across the seas for Bloomingdale Brothers, so there is not a day when there

is not a train load of domestic manufactures and productions rattling over an American railway for the same house.

And speaking about cars—there are more ways to get to Bloomingdale Brothers' store than one may count on his fingers. The lady in Brooklyn may step in a trolley car or an elevated train there and not get out from under a roof until she is right at the door of the store.

She crosses the Bridge, takes a Third avenue elevated train on this side and lands right at the store. One fare will convey a passenger to the store from almost any point in the City of New York, and especially any uptown point. Every street car line crossing Fifty-ninth street issues transfers to the Fifty-ninth street line directly to Bloomingdale's door. The Amsterdam avenue, Columbus avenue, Boulevard, Eighth avenue, Madison avenue, Lexington avenue, Third avenue, Second avenue and First avenue car lines all transfer at Fifty-ninth street for Bloomingdale's without extra charge, and with these facilities one fare will bring one from any point in New York above Fifty-ninth street to Bloomingdale's in a surprisingly short time.

"All cars transfer to Bloomingdale's"

FLED FROM X RAYS; LEAPED TO DEATH. THE DOUKHOBORTSI WANT TO COME HERE

Matthew Meggenhoesser, Post Graduate Hospital Patient, Kills Himself.

WAS ON OPERATING TABLE

Throwing Aside Attendants, He Jumped Through a Window to the Sidewalk.

Matthew Meggenhoesser, a patient of the Post-Graduate Hospital, at Twentieth street and Second avenue, killed himself late Friday night by jumping out of a third-story window. An examination of the patient was being made by means of the X-ray when he suddenly sprang from his cot, rushed to the window and jumped out. His skull was fractured by the fall. It is believed in the coroner's office that the cause of the man's death was due to the X-ray having unbalanced his mind. The effect of the cathode rays on a person's brain has been a mooted question among experts, many claiming that it induces insanity.

Meggenhoesser had been in the hospital two days suffering from a tumor of the breast, which was enlarging and threatening his throat. He had been a patient in the same hospital six months ago. The house surgeon last Friday night took Meggenhoesser to a room on the third floor of the building, where an examination was to be made of the tumor by means of the X-rays. The examination was in progress when suddenly Meggenhoesser sprang from the operating table, threw the attendants from him and jumped from the window before those present recovered from their surprise.

Meggenhoesser was unconscious when he was found lying upon the sidewalk. He was taken into the hospital, but nothing could be done to save him. His skull was fractured and he was internally injured.

Coroner Fitzpatrick was notified. A strenuous effort was made by the hospital authorities to keep the affair from the public, and no one was allowed to give out any information.

Coroner Fitzpatrick ordered Dr. Donlin to perform an autopsy. The coroner said that an investigation of the entire case would be made with a view to discovering if the effect of the X-rays was responsible for Meggenhoesser's suicide.

RECOUNT TO BE HAD IN NASSAU.

The vote in the new County of Nassau was so close that it will require the official count to determine the question who was elected County Judge, District-Attorney and to other county offices. A Board of Canvassers, composed of Supervisor DeWitt, of North Hempstead; Supervisor Smith Cox, of Hempstead, and Supervisor William H. Hones, of Oyster Bay, will meet at Allen's Hotel in Mineola to canvass the vote. The unofficial returns show the election of Robert Seabury, Democrat, for County Judge, and James P. Stemann, Democrat, for District-Attorney, by a plurality of less than a dozen votes each. George Wallace, Seabury's Republican opponent for County Judge, while a member of the Assembly last Winter, had the bill passed creating the new county, and his friends feel much chagrined over his probable defeat.

TRIAL OF MOORES SET FOR NOV. 21.

District-Attorney Gardiner announced yesterday that W. A. E. Moore and his wife, Fayne, charged with extorting jewels and money from Martin Mahon, the proprietor of the New Amsterdam Hotel, will be tried a week from tomorrow before Recorder Goff in Part III. of General Sessions. He stated that no application has thus far been made for bail and he will resist all attempts to secure bail. The District-Attorney will conduct the case in person and will, he says, bring out some startling evidence, not only concerning the Moores, but others.

Did Kelly Kill Himself?

Newark, N. J., Nov. 12.—The body of James Kelly, of Plainfield, which was found in a Pennsylvania freight train at Waverly early yesterday, was removed to the home of his father. The police now believe that young Kelly killed himself.

Fund to Be Raised to Bring Them to the United States.

PERSECUTED IN RUSSIA.

Their Religious Belief Brings Upon Them Official Displeasure.

The committee appointed to raise funds in aid of the persecuted Russian sect, the Doukhobortsi, has sent out a letter asking for contributions to aid in the emigration of the oppressed Doukhobortsi. These people—thirty, industrious farmers, some ten thousand in number—form a Protestant sect whose tenets resemble those of the Quakers. Their only offence is their refusal from conscientious scruples to serve in the Russian army. Steps have been taken to settle them, temporarily at least, in the Island of Cyprus, but it is hoped that they may eventually reach America.

The letter is signed by Isaac N. Seligman, Esq., treasurer of the committee, Mills Building, New York; William Dean Howells, New York; James Adams, Hull House, Chicago; William Lloyd Garrison, Boston; George Dana Boardman, D. D., Philadelphia; H. O. Nelson, St. Louis; Bolton Hall, New York; Ernest H. Crosby, New York.

Mr. Aylmer Maude, the wealthy Englishman who has been living with Count Tolstol, and who is deeply interested in the Doukhobortsi, is now in this country, and will lecture on the Doukhobortsi in public before he leaves for England.

Mr. Maude has given some land to a colony of about 250 of the sect in Purlough, Essex County, England. He says that there and wherever else he has seen them, they are in good circumstances. Mr. Maude also said that there are some of the Doukhobortsi in Winnipeg, Manitoba, and in Ottawa. These two places have about 75 of them. On the Island of Cyprus, where it is expected that the entire sect will soon be, except those in England and in this country, there are already some 1,300 of them. These took the journey last Summer. Those in this country have been here since September last.

The committee has obtained options on lands in Oregon and Washington from the railroad companies, which, it is said, are willing to allow the members of the sect to occupy and cultivate the land for a time without immediate payment for its use. The committee has also been in communication with the government at Washington with a view of securing lands in the Southwest.

It is said that it will cost \$150,000 to transport the colony. Of this sum the committee in England has already raised \$25,000. A number of letters from prominent persons in this country have been received, which the committee believe insure the success ultimately of the project. The Doukhobortsi have themselves raised about \$25,000 with which to leave Russia.

Clerk Attempts Suicide.

James S. Dupont, sixty five years old, a clerk, attempted to commit suicide Friday night by turning on the gas in his room in the Ashland House, Fourth avenue and Twenty-fourth street. Dupont has been in the habit of stopping at the hotel for several years. He was resuscitated, and taken to Bellevue Hospital.

Dan Haley, who is a salesman for M. Plummer & Co., paper dealers in Beekman street, New York, has a story to tell about Ripans Tabules.

Alice, a young lady about twenty-one years of age, had suffered for over a year from stomach troubles and could retain no nourishment of any kind. Not even an egg or a glass of Kumiss would stay on her stomach. She commenced to get thin and seemed to be going into a decline.

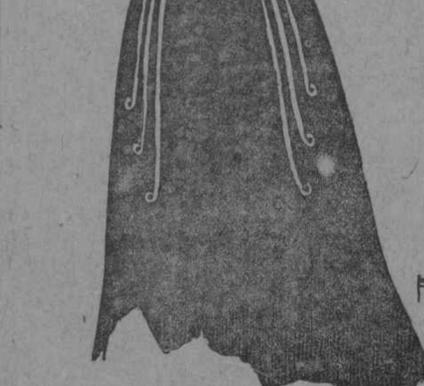
He tried his best to get her to take Ripans Tabules, which had helped him, but she always refused.

Last Summer he sent her to the mountains for nine weeks, but it did not do her any good. While coming down the Hudson on the boat, however, on her way home, she had occasion to go into the ladies' dressing room, and while there overheard one woman telling another about Ripans Tabules.

She was saying how she had suffered and that her brother-in-law advised her to take Ripans Tabules. She had done so and experienced remarkably good results.

The woman's story agreed so entirely with her own condition that it interested Alice, and that night, when she arrived home, she made her father go right out and buy a box of Ripans Tabules, as she had determined to start in taking them at once.

This she did, and in three days thought she felt better. In one month's use, during which time she never sat down to a meal without a Tabule by her plate to take when finished, she increased in health and strength, and now everything she eats seems to agree with her, and Dan is so much pleased that he spends a good share of his time telling the wonderful story to people who will listen.



never sat down to a meal without a Tabule by her plate to take when finished, she increased in health and strength, and now everything she eats seems to agree with her, and Dan is so much pleased that he spends a good share of his time telling the wonderful story to people who will listen.

WANTED—A case of bad health that R-I-P-A-N-S will not benefit. Send five cents to Ripans Chemical Co., No. 10 Spruce Street, New York, for 10 samples and 1,000 testimonials. R-I-P-A-N-S, 10 for 5 cents, or 12 packs only, may be had of all druggists who are willing to sell a standard medicine at a moderate profit. They banish pain and prolong life. One gives relief. Note the word R-I-P-A-N-S on the packet. Accept no substitutes.