

Paris, Brussels, Copenhagen and many other European cities.

In America the organization employs agents in every important city and in every state. These agents are entrusted with the task of sending the names of marriageable American heiresses to headquarters in Berlin, and the managers of the concern stipulate that the information supplied shall be absolutely trustworthy. The agents in America are required to furnish not only the names of such heiresses, but also their ages, principal characteristics, features of personal appearance and minute details of their past histories. Such details must include exact height, waist measurement, size of gloves worn, size of shoes worn, color of hair, shape and color of eyes, formation of nose, build of mouth and chin and characteristics of figure as a whole. Further particulars of whims and temper, literary and artistic tastes, style and manners must be procured and forwarded to Berlin, for noblemen, even when penniless, have fastidious tastes and would like their brides to possess personal charms as well as money.

In addition to these personal details reliable information must be given regarding the father's exact wealth, how he has invested his fortune, whether he is in danger of losing it by speculation and other kindred points. Information must also be supplied showing whether the daughter in question is sure of inheriting a fortune or whether any combination of circumstances, such as a second marriage contracted by her father, might deprive her of a portion or of the whole of her expected inheritance. The story of her father's ancestry and past life of her mother, must be dug up to make sure that prohibitive family scandals do not diminish the matrimonial value of the young lady.

SECRET INFORMATION BUREAU.

It is obvious that great difficulties stand in the way of obtaining minute details of this kind and that the agents employed for the purpose must operate with intelligence, stealth, thoroughness and unbounded discretion. The matrimonial agency maintains a regular army of spies in America to procure information about American heiresses and their circumstances for the benefit of penniless noblemen in Europe. Women are almost invariably employed to procure all the personal details required, which they are able to accomplish with more skill and finesse than male detectives can command.

Women engaged for this work are divided into two classes: society women and low-class women. The first class consists of girls or married women, who have access to fashionable society, but lack the means to live up to the style maintained by their wealthy friends. Women of this class are often glad to earn liberal fees by doing detective work, especially as it generally consists in finding out particulars of girls whose wealth they covet and whose social position they envy, so that they feel no moral scruples about acting as spies for foreign adventurers. The other class consists of women who secure employment as domestic servants as a means of procuring confidential information about the interior of households and details of family secrets. It often happens that while one society woman is gathering information for the matrimonial agency through social intercourse with the heiress, her ally is serving as lady's maid to the heiress herself, or as a servant in the heiress's home. Between them they are able to supply their employers with all the facts which they require.

On the other hand, men are employed to find out the financial and commercial position of the father, his speculations, prospects and projects. Sometimes young men at the clubs are found who are willing to earn money by procuring particulars of this kind, and sometimes the matrimonial agency is able to tap clerks in the victim's own office, though this does not often occur. The whole system of espionage in America is under the supervision of a detective-in-chief residing in New York, who draws a princely salary for efficiently directing the enterprise. It is not permitted

to reveal his identity beyond saying that he is of German nationality. The information when collected is sent to headquarters in Berlin, where it is sorted out and classified in a register of American heiresses. The other work consists in distributing particulars to noblemen likely to be in want of wealthy wives. The clients of the concern, like its spies, are divided into two classes. Some aristocrats apply openly to the agency, which carries on its business under an innocent disguise, stating frankly the nature of their matrimonial needs.

INTRODUCTIONS ARRANGED.

At the present moment the office of the agency in Berlin is in possession of letters inquiring about American heiresses from three princes, seven counts, 19 barons, two viscounts, one marquis, and a dozen miscellaneous aristocrats. Before any information is supplied to any client he is required to pay a handsome registration fee and to sign a legal document promising that if he is able to contract a suitable marriage through the agency he will pay a certain percentage of his bride's dowry by way of remuneration. The agency then allows him to inspect the register of heiresses, and if one of the rich girls meets with his approval he is advised to proceed to America to pay court to her.

The agency undertakes to arrange his introduction into the circles of the society in which the lady in question moves in America. The agency supports his efforts by circulating in the neighborhood of the prospective bride's home stories of his high rank, his wonderful ancestry, the absolute purity of his blood, and the unblemished record of his family, which as likely as not has consisted of reprobates for ages past. The rest depends on the aristocrat himself, and if his wooing is successful the agency receives a fee often running into many thousands of dollars. In one match arranged through its machinations the agency pocketed a fee of \$100,000, and in another case, a fee of \$50,000 was paid.

There are some noblemen, however, who will not apply to the agency, but who have to be approached cautiously. The European agents of the concern have instructions to keep a lookout for all the penniless aristocrats in their district, and to keep the central office informed regarding them. When any such aristocrat is in financial straits a gentlemanly looking representative of the agency visits him and discreetly suggests that a good marriage would be a simple solution of all his difficulties. Sometimes the emissary of the matrimonial agency is ejected from the house without further ceremony—he must be prepared for this emergency and take it with a smiling face—but often enough the proposal meets with approval and leads to business being done without delay. In all its dealings the agency proceeds with caution and circumspection, so that neither the wealthy bride who is captured nor her relatives have the least idea by what means she became known to her aristocratic bridegroom.

Occasionally the agency receives indirect applications from the fathers or relatives of American heiresses, who have heard of its existence, to find a suitable husband for aristocratic descent for some rich girl. Now and then such an application has been received from the heiress or wealthy woman herself, but this happens rarely. As a rule, it is the European aristocrat who wants to catch an American pile of money, which will enable him to live up to his position at the expense of his wife.

A NIGHT ALARM.

Worse than an alarm of fire at night is the brassy cough of croup, which sounds like the children's death knell and it means death unless something is done quickly. Foley's Honey and Tar never fails to give instant relief and quickly cures the worst forms of croup. Mrs. P. L. Corlier, of Manassas, Ky., says: "My three-year-old girl had a severe case of croup; the doctor said she could not live. I got a bottle of Foley's Honey and Tar, the first dose gave quick relief and saved her life." Sole agent, F. J. Hill Drug Co.

KEITH-O'BRIEN COMPANY

The Modern Store.
Moderate Prices for
Everybody.

SPRING HOSIERY.

The lines are all in and the exhibits are much admired. Many new ideas are introduced in colors and designs. Among the spring colors are grays with black polka dots, brown with white polka dots, blue with fancy stripes running around, and black with silk cloaked. In the high-priced goods lines with little round holes cleverly woven in designs and relieved with bits of delicate colors, embroidered and without embroidery, promises to become as popular here as in the East. Complete lines of silk hose in colors and fancy patterns are to be seen. SPRING UNDERWEAR IS SHOWN.

SPECIAL IN GLOVES.

We offer a broken line of the \$1.50 Verona Overshoe Kid Gloves at \$1.25. The SAXE CUFF GLOVE, in all shades and sizes, is a new and stylish walking glove for spring. We direct the ladies attention to it. Price, \$2.00.

STAMPED CENTER.

ART SECTION SUGGESTIONS—Inspect the window exhibit of new designs of stamped and tinted centers, table and pillow covers. The prices are from \$50 to \$250.

Brainerd & Armstrong's wash silks for fancy needlework have just been added. It is the most celebrated line of silk for this purpose on the market.

Free lessons in Art Needlework on Tuesdays, Thursdays and Saturdays from 4 to 6 p. m.

SPRING SUITS.

One line has been selected from the many now arriving and inducements are as follows:

SHORT ETON JACKETS, girlish effects, while some of the skirts are trimmed; the materials are light weight chevrons, broadcloths and Venetian. Prices \$12.75, \$15 and \$17.50.

TWO SEASONS AND THE BEAUTY DOCTOR

Lady Mary Tells Deseret News Readers Some of the Frailties of London Fashion.

WHY SPECIALISTS GET RICH.

Famous Women Who Follow the Queen's Example and Hire a "Beauty" Doctor by the Year—Society Gossip.

Special Correspondence.

LONDON, Feb. 17.—Beauty specialists are flourishing in fashionable London at the present moment to an extent little dreamed of by those unacquainted with the mysterious back regions of alleged "millinery" shops and hair dressers' parlors in Bond street. Fortunes are being made

in point of style-conception, in advancement in the manufacture of intricate weaves and the introduction of a higher character of designs, each season, success the old one. The arrival of spring goods emphasizes the fact at this time. Last spring it was the consensus of opinion that the merchandise which we exhibited was the finest shown in the Western country, of a magnificence equal to the displays offered by leading New York, Philadelphia and Chicago institutions. We believe the varied lines now arriving excel even the effects of the previous spring.

AN OUT-OF-TOWN FEMINE INTERPRETATION OF MAIL ORDERS.

The following poetical effusion from a domesticated maiden has just reached us.

My dear Mr. Keith-O'Brien
For full a week I've been tryin'
Pen in hand
To right and
Give you the news and likewise tell
That we be jist tolerably well,
And hoping that you are all the same.
Your last ad
Made me glad,
'Cause male orders it was the theme,
Really meanin'—so it would seem,
Bein' leap year—that such young men
As might marry some nice girl when
She says poppin'— "Do please change my name."
And now about a male order:

Does the celestial Recorder

Endeavor
Whenever
Marriage unites a loving pair,
To give them a blessing up there?
Still eyed ra her, than miss a mating,—
Old made like—
I will hike
To the man who, maybe, reckons
He'll marry, and forthwith beckons.
Will you send me a good sample?
Am confident I am ample
To decide—so please include his rating.
Yore home-loving,
CANCHA FIXET.

SPECIAL LACE SALE.

FOR ONE WEEK we will sell Platt Vais and Point De Paris Laces with insertions to match, from 3 to 6 inches wide, while they last, 10 cents a yard. The values run as high as 20 cents.

HALF PRICES IN UMBRELLAS.

Lot No. 1 comprises silk-covered hand-some mounted umbrellas with steel rods and automatic slides. Regular \$5.00 ones will get at this sale at HALF PRICE. Lot No. 2 represents equal values in a pretty line of dark red, dark blue, light shades of red and blue and dark green. These will be exceptionally popular either as a sunshade or umbrella. They are splendid values at \$5.00. This week they can be had at HALF PRICE—half of \$5.00.

Keith-O'Brien Co.

SPRING MILLINERY.

The first conceptions of Spring have arrived. Among the beautiful creations are Novelty Street Hats which are ready for wear. The ladies are invited to inspect the first arrivals.

BIG RIBBON SALE.

SATIN TAFFETA and taffetas—3 1/4 to 4 1/2 inches in width and in all shades including black—regular 35c to 50c; now 15c. SAME QUALITY and shades in 1/4 to 1 1/4 for 6c a yard. This special sale is for one week. Regular values 64c to 10c. Observe the window display.

SHIRT WAISTS.

The lines are new and novel. The waists are in white, cream and black colored with applique, silk-lined, full sleeves, collar, and having a very stylish effect.

WASH WAISTS of latest makes in point of style and finish are just in and are shown in linen, hand embroidered in different designs, of Mexican work, with the new sleeve and long shirred neck, as well as a line of vesting trimmed in pearl buttons, and stylish collars in position effect.

SPRING FABRICS.

SPRING MOHAIRS—In checks, dots and changeable effects. Price, 60c. SPRING SUITINGS—A new and crisp line of novelty effects. Prices, 50c, 60c and 70c.

MAXILLA CLOTH—a soft, beautiful fabric in 48-inch widths. Price, 80c. ENGADINE CREPE—Durable for handsome dresses. The width is 42 inches. Price, \$1.25.

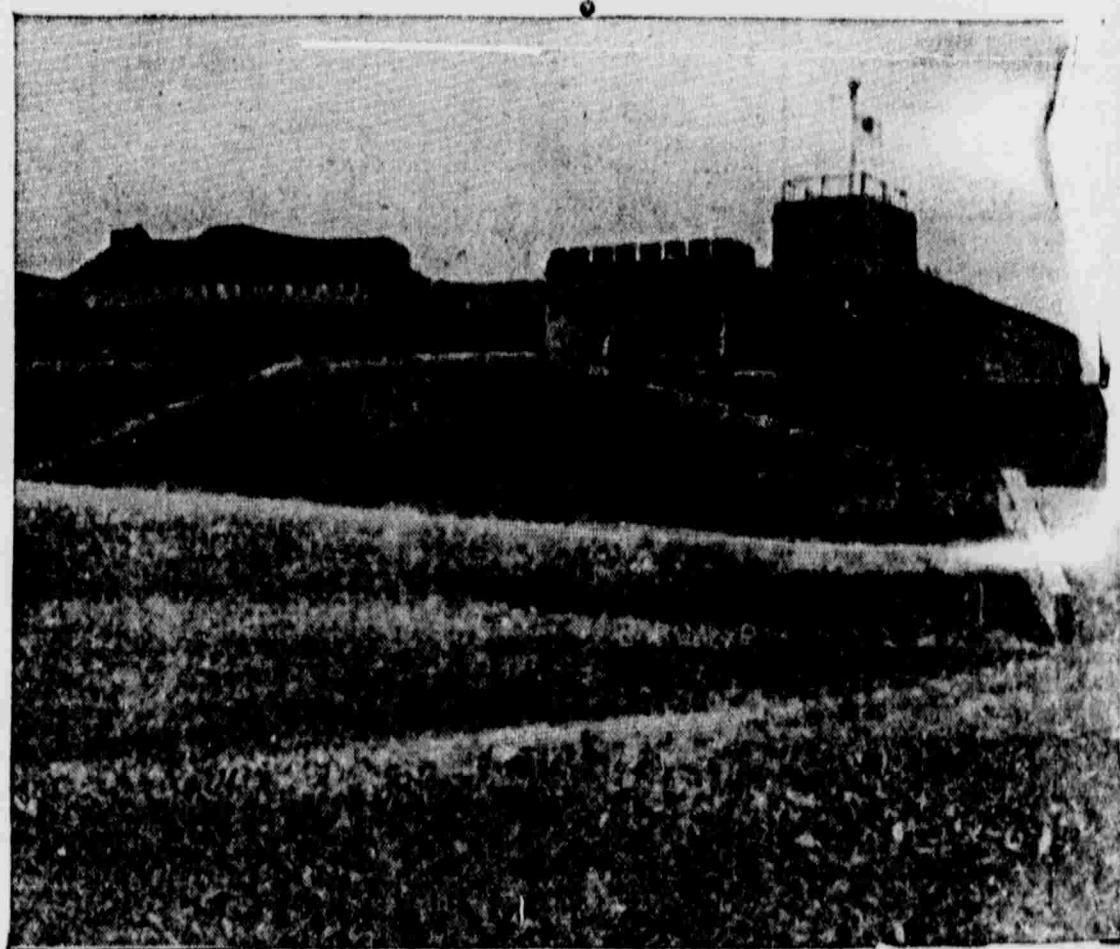
FASHIONABLE CANES.

Gentlemen will find canes of latest ideas in large assortments. They are in natural wood, some of which are really mounted in sterling silver. The values run from \$1.00 to \$3.00—mostly of the higher values. As an inducement for one week they are lowered to 80c.

Somerset that the Duchess of Marlborough has been led to take such an active interest in the work of the society.

Probably Lord Rosslyn, who acted in the United States under his stage name of James Erskine and who was the correspondent of a London newspaper through the South African war, now regrets more than ever that his famous "system" for breaking the bank at Monte Carlo proved such a dismal failure. For, were his lordship's finances in as flourishing a condition as he hoped they would be by this time, he would be able to give his distinguished mother a hand in her present business difficulties. Misfortune seems to attend the Rosslyn whenever they embark on money-making ventures, for it is unsuccessful speculation that has brought the dowager countess to her present condition, where she estimates her assets at \$700,000, and her liabilities at almost \$250,000. The countess, who, before her marriage, was Miss Blandie Adeliza Fitzroy, the only daughter of a Northamptonshire squire, once her stockbrokers alone almost \$30,000. Her losses were incurred for the most part on the London exchange, but she sunk \$15,000 in South African speculation. Her home in fashionable Park Lane, the furniture of which is partly her property and partly that of Lord Rosslyn, is now rented and brings, it is said, \$140 a year. The first time of the dowager countess's creditors was held at the bankruptcy court on January 11, when a postponement was asked for until November—it being promised that, as soon as the noblewoman's affairs could be straightened out a friend would come forward with \$100,000 for payment of creditors at the rate of £15 in the pound. In the interval, however, the countess fell ill, and her public estimation was postponed again until the day before yesterday. Now, it has been set over for the third time and will not take place until Feb. 23.

RUSSIAN INFANTRY ON THE LOOKOUT FOR JAPANESE APPROACH.



Russia has massed a large army in the Yalu valley and it is asserted that Japanese troops have not been seen yet in the vicinity. The fear that they may be approaching under cover is daily felt by the Russians.

What is known as the London season is their harvest and when things slow down the smaller fry do a bit of clairvoyance, assuming a different name and a different establishment.

It is not generally known that the wedding of pretty Lady Marjorie Greville was celebrated on a date much earlier than that originally set in order that the bride's mother, the Countess of Warwick, might be present. This famous beauty, so celebrated for the influence she exercises; for her philanthropies and originalities as well as for her marvelous business abilities, is about to become a mother for the fourth time. Her youngest child is the Hon. Maynard Greville, aged six. He is already a society personage, being in great demand as wedding page. His uncommon beauty, set off by a picturesque costume of satin and velvet, makes him an ideal attendant at such functions.

The Duchess of Marlborough lately has commenced to take an active interest in the work of English society ladies who like to be described as social reformers. The National Union of Women Workers, the organization with which the duchess is chiefly identified, just now is not a trade union, as its name would suggest, but an institution supported by such women as Lady Henry Somerset, the Countess of Warwick, Lady Dilke, and a number of other well known society ladies, for the purpose of encouraging and improving the conditions under which all classes of women live and especially to raise them morally and socially. The organization has been working quietly for the last three years, very little being heard of it because its financial condition was not particularly healthy.

The co-operation of the Duchess of Marlborough, Viscountess Tremar, and a few other American ladies has changed all this and the society is now in a position to do good practical work. The Duchess of Marlborough has always helped with her purse but now she and Viscountess Deverhurst take a personal interest in all its work—they attend meetings of the committee, offer suggestions and receive mission ladies attached to churches and schools, and they express the greatest delight when they learn that some suffering is alleviated or a sister rescued from a life of moral danger. It is mostly through the influence of Lady Henry

Whiskey and Beer Habit

PERMANENTLY CURED BY

"ORRINE,"

A SAFE, SURE AND HARMLESS SPECIFIC

Physicians pronounce drunkenness a disease of the nervous system, creating a craving for a stimulant. Continued indulgence in whiskey, beer or wine saps the stomach lining and stupefies the digestive organs, thus destroying the digestion and ruining the health. No "will power" can heal the inflamed stomach membranes.

"ORRINE" permanently removes the craving for liquor by acting directly on the affected nerves, restoring the stomach and digestive organs to normal conditions, improving the appetite and restoring the health. No sanitarium treatment necessary. "ORRINE" can be taken at your own home without publicity. Can be given secretly if desired.

CURE GUARANTEED OR MONEY REFUNDED.

Mrs. E. Wycliff, New York City, writes: "ORRINE" cured my husband, who was a steady drunkard for many years. He now has no desire for stimulants, his health is good and he is fully restored to manual labor. He used only five boxes of "ORRINE."

Mrs. W. L. D. Helena, Mont., writes: "I have waited one year before writing you of the permanent cure of my son. He took sanitarium treatment, as well as other advertised cures, but they all failed until we gave him "ORRINE." He is now fully restored to health and has no desire for drink."

Mr. A. E. L. Atlanta, Ga., writes: "I was born with a love of whiskey and drank it

for thirty-two years. It finally brought me to the gutter, homeless and friendless, and was powerless to resist the craving and I was glad to get "ORRINE." Five boxes of "ORRINE" cured me of all habits and I now hate the smell of liquor."

Price \$1 per box. Mailed in plain, sealed wrapper by Orrine Company, 47 1/2 St. Washington, D. C. Interesting book—Treatise on Drunkenness, sealed free on request.

Sold and recommended by

SMITH DRUG CO.,

Salt Lake City, Utah.

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The Famous Bagster Teachers' Bibles

Contains the best forms of Bible Helps yet devised. Rewritten and brought entirely up to date, a new concordance and an indexed Bible atlas with 17 full-page illustrations printed in gold and color.

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THIS GREAT WORK, the most ambitious publication ever turned out from the presses of the Deseret News, is now approaching completion, and will be ready for delivery within the next few weeks.

An edition of 10,000 copies of the first volume was printed, and nearly one-half have now been sold. The price was fixed at \$1.50 to insure as wide a sale as possible. All who have not obtained Vol. 1 should do so at once. All who have, will desire Vol. 2, and orders are now being filed.

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