THE TRADING STAMP

Opinions of Leading Business Men About the Scheme.

NOT LOOKED ON AS LEGITIMATE

A Series of Interviews Well Worth Careful Attention.

PUBLIC MUST PAY THE BILLS

The exposition in The Evening Star yesterday of the methods of the Trading Stamp Company, and the description of the manner in which the individuals comprising it make such enormous profits at the expense of the merchants who patronize the scheme created a decided sensation in all Washington business circles, and the trading stamp was almost as general a topic of conversation today as the death of Henry George. The interest taken in The Evening Star's publication was so great that a corps of reporters was sent out this morning to ascertain the views of the leading merchants of the city upon the subject. The results of the interviews are given below. A perusal of them will plainly show that the consensus of the mercantile opinion in Washington is in decided opposition to the introduction here of any scheme which can only benefit those who have no interests in this city, and whose profits, immense as they are, will be acquired from local sources.

Benefits Not Local.

Mr. S. W. Woodward of Woodward & Lothrop: "I don't understand how legitimate merchandising can entertain such a proposition. The trading stamp is giving a benefit to persons who are not Washingtonians, having no interests whatever in the city, and is altogether beneath the dignity of any first-class establishment. It is an attempt on the part of shrewd and sharp individuals to make merchants think their business can be increased in a degree beyond the results of their own legitimate care of it. There is no business, except patent medicine, or something like patent medicine, that can stand an expenditure of 5 per cent for even legitimate advertising, and when it comes to paying 5 per cent for the privilege of attempting to secure trade by such a ridiculous means it is preposterous."

Mr. William H. Moses of W. B. Moses & Sons: "I do not approve of such things. When a third party comes in and shares the profits with a merchant the latter's customers must suffer in the long run. The merchants who secure trade by such means simply put up prices eventually, and the customers are made to pay the whole cost of the attraction."

More Than Partnership Interest.

Saks & Company: "This scheme is simply one of many which, unfortunately, do not come within the scope of the lottery law. It gives 5 per cent away in presents, and a merchant who marks his goods so that he can give 5 per cent of his cash receipts gives away more than a partnership interest is worth in any concern in this country, and must make it up somehow. We don't need anybody to arrange our business affairs for us, and we could not sell our goods 5 per cent less than we do without making our business unprofitable. It was offered to us and we, of course, refused it."

Mr. P. B. Havenner, shoe merchant: "I do not regard the trading stamp scheme as a legitimate means of securing business. I am surprised that anybody should be gullible enough to imagine that he can increase his trade profitably by such a contrivance."

Mr. Mayer of Mayer Brothers & Co.: "I wrote a letter to the editor of The Evening Star last night congratulating him and thanking him for the fearless exposition of the trading stamp scheme. Every sensible merchant and business man will commend The Star's course."

Manager Rich of B. Rich's Sons: "I think the trading stamp scheme should be driven out of town. It is a trashy affair at best, and is not calculated to influence or attract a good class of trade to those who have adopted it. If a reputable merchant desires to give the purchasing public the benefit of premiums, he had much better give a trade discount, and extend the favor to the customer direct, rather than give all the benefits to outsiders."

Prefer Postage Stamps.

R. Harris & Co.: "The stamp trading scheme is not a legitimate way of doing business. The public may think it easy to gather 999 stamps, but must remember that it requires the expenditure of $99. Then, those who gather the stamps expect to get for them an article worth $10. As a matter of fact, it will retail at the highest for $5, and could probably be obtained for cash for $3.50. If the stamp mania grows, we would rather give postage stamps, for they at least have a face value, while the trading stamps have no value whatever unless the 999 are collected."

Hecht & Co.: "We are opposed to the scheme. If any merchant gives away something for nothing, under this plan, the customer will have to pay for it. If customer will have to pay for it. If the merchant wants to give away something, let him give it himself, and not go into partnership in the gift business with barber shops and saloons."

William Hahn & Co.: "The public will have to pay for those trading stamps. Any one who expects to get something for nothing will be disappointed. If the merchant has to pay 5 per cent of his profits to join in this scheme, it stands to reason he will add to the cost of the goods he sells. The money is not spent here, either, but goes to an outside company."

Good for Customers.

King's Palace: "The plan is a good thing for the customers. They get the benefit of the same prices that always prevailed and have nothing to lose. The merchant simply sacrifices that much for his patrons."

M. Goldenberg: "The people will have to pay the bill in that trading stamp scheme. No merchant in these times of low prices and close profits can afford to give away 5 per cent without getting it back from those who buy, by adding it to the prices of articles. Unquestionably, The Star deserves a great deal of credit for the stand it has taken in this matter. Those merchants who did not join in the scheme were placed in an embarrassing position, because they could not explain to the citizens as well as The Star has done the facts in the case."

Lansburgh & Bro. declined to talk about the stamp-trading plan.

Parker, Bridget & Co., also declined to make any comment upon the matter.

Refused the Stamps.

C. C. Adams, the manager of the Boston Variety Store, who, in the absence of Mr. Emmons S. Smith, the proprietor, was seen, said that some idea of what Mr. Smith thought of the scheme could be gathered from the fact that he had a chance to go into it, but refused.

"We preferred," Mr. Adams said, "to give our customers the benefit of the 5 per cent directly in the purchase from us, and we saw no reason to give it to an outside company. Under this scheme the customer is supposed to get something for nothing, but that is a mistake, as business is not done that way."

Mr. George J. Johnson of the firm of Johnson & Luttrell said he was one of the subscribers, and, so far, he believed the scheme was a good one for the merchants. He thought that it helped trade along, and that it had done so in his case. "As far as the lapses are concerned," he added, "cases where customers do not present the stamps to the stamp company, the customer does not lose anything actually, as he gets the worth of his money when making the purchase. The merchant gets the trade, for which he pays a small commission, and the stamp company make what they are paid for the stamps by the merchants."

Mr. Simon Kann of S. Kann, Sons & Co. said:

"People can come to our store and get the benefit of the 5 per cent which, under this scheme, must be paid to the trading stamp company. We prefer to give customers the full benefit, instead of paying something to an outside company for their trade."

Means of Discrimination.

Mr. W. H. Hoeke said:

"The stamp scheme is a means of discrimination between cash customers and the stamp customers, and really makes the dollars of the cash customer worth less than that of the other customer. Besides, the trading store gets the entire benefit of the transaction, because it gives an article worth a dollar that is marked at a much greater price, and then it also gets the benefit of the unredeemed stamps which the dealer has to pay for. The scheme also reduces the merchant's net profit one-half. It is a matter of regret that the trading public should patronize a scheme that is only of benefit to the trading store."

Clark & Co. said: "We were asked to go into the scheme, but we refused. After looking into the matter we did not see how we could do ourselves and the people of Washington justice by giving an outside concern 5 per cent of our profit, as we are thoroughly satisfied with a 5 per cent profit from our business, and to increase that we would have to add to the price of our goods, which would not be fair to our customers."

Mr. Seaton Perry said: "I am decidedly opposed to the trading stamp, and approve of the position taken by The Evening Star in relation to this scheme."

Star Expressed His Views.

Mr. James F. Oyster said: "The Star expressed my views exactly in the matter. When I can afford to sell my goods for 5 per cent less than the regular prices I would prefer to give it to all my patrons. I believe that if one man is entitled to 5 per cent all are, but, according to this scheme, my customers would be discriminated against. I believe in treating them all alike. Unfortunately many merchants do not keep an accurate account of their business, and as a result they do not realize what a trap such a scheme is."

Mr. W. H. McKnew said: "I was waited on early in the year and invited to go into this scheme, but I refused, as the plan did not meet with my approval, any more than the other co-operative schemes that are presented. I have but one price, and that is uniform to all alike, and therefore I do not feel justified in making concessions to any particular class of customers, as I desire to treat all alike. I regard the stamp scheme as the least desirable for the customer, because a large share of the bonus granted goes into the treasury of the Trading Stamp Company and not to the consumer."

Shrewd Money-Making Scheme.

Mr. F. Crocker's views: "It is unreservedly my opinion that the Trading Stamp Company has inaugurated one of the shrewdest money-making schemes that has ever come to my notice—at least, as far as the Trading Stamp Company is concerned. The effect with the merchant will be that he must get an excessive profit on his merchandise. No man can long pay 5 per cent of his profits to outsiders without going to the wall."

J. Karr's Sons said: "We are glad to see the publication in The Star in regard to the trading stamp scheme. We positively refused to have any connection with it when it was first proposed for the reason that it was not, in our opinion, legitimate business. If there is any reduction to be made in prices we prefer to give our customers directly the benefit of it."

Glad Scheme is Shown Up.

D. J. Kaufman, clothier—"I started to sell clothing at the smallest margin of profit possible, and at present prices could not afford to give 5 per cent off. Those in the scheme would better have given it to their customers direct and not to an outside concern. Glad to see The Star showing up the matter in its true light."

Mr. Root, Castelberg of the Castelberg's National Jewelry Co. says: "The Star's article was right to the point. The merchant pays $4.95 for about a $2 article to be given to a customer. I cannot afford to give 5 per cent of my business; but if I could I would give it to the customer in cash at time of sale.

Mr. Charles R. Edmonston said: "I did not go into the scheme, and I think that those who have should be willing to give a 5 per cent rebate to all their cash customers. In other words, this scheme, in my opinion, means that the merchant gives 5 per cent of his profits to this stamp company. Now, as I said, I think it would be fairer to give it directly to the customers."

Mr. James S. Topham said: "I appreciate very much what The Star has done in exposing this scheme. What this stamp-selling device means is to require business men to pay a percentage of their profits to keep a concern afloat in which they have no interest whatever. It promotes fictitious prices, because the merchant has to advance the prices in order to meet this tax on his profits."

W. L. Douglass Shoe Co. said that they had not gone into the scheme, but they believed if it was confined to a limited number of merchants it might be of advantage. "In our line of business, where the patrons are mostly men, the results of such a scheme might not be as great as where there are lady customers, for this stamp craze seems to have more vogue with the women than with the men."

Horses for Japan.

From the New York Herald.

S. Nuyama, director general of the imperial studs of the Emperor of Japan, who came to this country about a month ago with the head veterinary of the Japanese empire and another Japanese expert in horseflesh, for the purpose of buying fine stallions, has finished his mission, W. E. D. Stokes says, and with his party is about to start for home.

Mr. Stokes reports that Mr. Nuyama bought only six horses in this country, five of which came from the Patchen Wilkes stock farm at Lexington, Ky., in which Mr. Stokes is interested, and the other was bought from Major Macdowell of the same place. Among the horses bought are Will Stokes, a black son of Patchen Wilkes, and another by the same sire, King Wilkes and Ferland Wilkes. Volka was bought from the other farm.

Mr. Stokes refused to name the price paid, but said the animals would be shipped in a very few days in charge of Charles J. Prue, a well-known horseman.

A TRAMP WHO KNEW.

The Engineer Found He Was an Expert Fireman.

From the Chicago Inter-Ocean.

"We were coming east with the fast express," said the engineer, "and my fireman got sick. I pitied the poor fellow, and told him to get up on my side and run the engine, and I would keep up the fire. We did not want to fall behind time, but the train was a heavy one, and the engine, which was a big ten-wheeler, appeared to be working poorly, so that no matter how we tried to keep her hot, she went back on us, and before we got to F— we were fifteen minutes late. After leaving F— I went back to get things ready to take water at the next plug, and found a grizzly-bearded fellow stealing a ride on the blind baggage car. He looked at me as if anticipating an order to get off at the next stopping place, and I looked at him, perhaps savagely, and soon gave him the expected order.

"'All right, pard,' he said, in a good-humored way, 'I am only trying to get to P—, and will leave you, but would be glad to do something to work my way.'

"'What can you do?' I asked.

"'Well, sir,' he answered, 'I can fire that engine of yours, if you will give me a chance.'

"We needed an extra fireman real badly just at that time, and I said to him: 'Get up, then, and let me see what you can do.'

"The grizzly-bearded man came up, and the way he mounted the tank and balanced himself on the coal and swung down into the cab gave me some confidence in the fellow. He took up the scoop at once, opened the furnace door, and examined the fire critically. Then he began to break up coal and mix it with smaller particles, after which he threw in four or five shovelfuls, scattering it with a professional fling of the scoop. Then he closed the door with a bang, put the scoop in the proper place, examined the steam and water gauges, and took a seat behind the sick fireman. Before we had gone half a mile he was down again carefully feeding in coal. Before the next mile had been reeled off the engine was steaming nicely, and, although I was pushing her hard on a slight opposing grade, the steam was keeping up around the 150 notch. Our tramp fireman watched the steam and smoke as it left the stack and kept his eye on the furnace fire, and we saw at once that we had picked up a professional. My fireman offered the stranger his dinner bucket, which had not been touched, and, after feeling the bottom of the part that contained the coffee, he shook it a little and set it just where I would have put it for the same purpose, and then, while he waited for it to get warm, he carefully looked over his fire and put in some more coal.

"The old fireman and I were getting interested, and I think that the conductor must have noticed that we had struck a new gait, but he did not know the cause. I looked at the sick fireman, and he looked at me, and then we both gazed respectfully at the stranger, who was eating as though he had endured a long fast. I kept the throttle almost wide open, with the engine well hooked up to the high-speed notch, and the way we went up that hill and down the next was a caution to the freight crews we passed along the way. When we reached the distant signal at the X tower I found it right, and just then the new fireman, who was also on the alert, cried out, 'White block,' and came down to put in some more coal. The home signal happened to be on his side of the curve, and he knew his duty, and had the proper words in his mouth before I could see what kind of a light we were to get.

"Well, we made the run for the remainder of the stretch of 120 miles dead easy, and gained seven minutes besides, and when we got to the tower near the depot we were right on the dot. It was something unusual for our train to get in on time, as it was a very heavy one, and on that particular night we had an extra car, and did not know that the superintendent was on board until the next morning, when he complimented me on the splendid run I had made.

"In the meantime I had provided the stranger with enough cash to pay for his bed and breakfast, and asked him to come around and see me before he started for P—. Sure enough, he did come around, and, as he had washed up and got a clean shave, he looked like a different man. I questioned him about his previous career, and he talked like a gentleman, and showed me recommendations as fireman and engineer which had been written by the superintendents of some big roads. He explained that his last unfortunate move was voluntary, to get away from some swell-headed minor officials who had no use for a decent man unless he was lauding them eternally to the skies.

"'I could not flatter such people,' he said; 'they deserved to be kicked; but I gave one of them an uppercut under the jaw, and took it for granted that it was best for me to hunt a new job. I say I did this voluntarily, because I did not have to hit the chump, but hit him for the sake of some of the other men who had been his victims so long. But bad luck befell me. I got sick, lost my money, and had to try to beat my way to P—, where I have friends.'

"'Would you accept a job firing now if I could get you one?' I asked.

"'Yes,' he answered, 'I would be willing to do anything to get a little money.'

"I had learned that my fireman would not be able to report for duty, and I went to the superintendent's office and asked him if he would permit me to recommend a fireman for that week.

"'Certainly, sir,' was the answer. 'You are entitled to such a privilege after the good work you have been doing.'

"Well, I took Edmunds with me (that was the tramp fireman's name), and he performed wonderful work with the scoop, and I hated to let him go, but the superintendent heard of my windfall, and before a week Edmunds was running a freight engine, and now he is hauling the limited express, and one of the best runners on the road.

"I have picked up lots of tramps since then, but never found one of them worth the heat he obtained from the furnace fire; but whenever I see some poor fellow shivering on the bumpers I think of Edmunds, who is now my best friend, and try to help the pilgrim along."

Pope Leo's Wine Harvest.

From the New York Tribune.

Thanks to the marvelous strength of his constitution, the pope seems to have rallied slightly from his recent illness, and has been able to devote his attention to a yearly function which possesses some little importance, though it lies quite outside the sphere of his ecclesiastical duties, namely, the gathering of the grape harvest in the grounds of the Vatican. The vineyards of the latter extend over several acres, and yield an average of six thousand bottles of an excellent wine, which enjoys great favor among the prelates and in those religious communities which permit the use of stimulants. Much of the wealth of the Pecci family, to which the pope belongs, is derived from the produce of their vineyards, and it is from them that the present pontiff has inherited his pronounced taste for this particular form of agriculture. The holy father invariably manifests the strongest interest in the character and quantity of the yield of the Vatican vineyards, and rarely allows a year to pass without paying a visit to the presses where the men are engaged in extracting the juice from the grape.

Western Farm Laborers.

From Scribner's.

There is a season between May and the middle of July during which the army of "hands" who work on these North Dakota wheat farms wait for the crops to ripen. Frequently they are birds of passage, whose faces are familiar to the foremen, but whose homes may be a thousand miles away. A majority of the laborers come from the south in harvest time. These men are regular harvesters, who begin with the early June harvest in Oklahoma, working northward until the season closes in the Red River country. Men of this class never pay railroad fare. Thousands of them—perhaps 15 men for every 1,000 acres in wheat—ride into the bonanza district on the "blind baggage" on passenger trains. When they have leisure and a taste for scenery they jolt placidly across the continent homeward bound in what the lingo of the cult calls "side-door sleepers." Many of these workmen live in the larger towns in the middle west—in St. Louis, in Omaha, in St. Paul, in Chicago, or in Milwaukee. And they bring home probably $1,000,000 in wages. They are steady, industrious men, with no bad habits and small ambitions. On the best farms there is no drinking, and card-playing is strictly prohibited.

Potatoes.

Calvin Dill Wilson in Lippincott's.

Potatoes, native to Peru, were discovered by the Spaniards in the neighborhood of Quito, where they were cultivated by the natives. Condermanck, first introduced them into Spain, whence they passed into Italy and thence to Belgium. Humboldt says that at the discovery they were cultivated in all the temperate parts of the continent from Chile to New Granada, but not in Mexico. In 1585 potatoes were taken from North Carolina and Virginia, on the return of the colonists sent out by Sir Walter Raleigh, and were first cultivated on his estate near Cork. The sweet potatoes, native of the West Indies, were given to Columbus by the natives of Cuba. They were introduced into England by Sir Francis Drake, who wrote of them in praise, but forgot to send instructions to eat only the root. The gardener of Queen Elizabeth planted them, and ate some of the tops. Being disgusted with the taste, he pulled up his crop, made a fire of the pile, was attracted by the pleasant odor of the burning tubers, picked up a root, ate it, and, being pleased with the taste, continued the cultivation and introduced them to the notice of others.

It matters little what it is that you want—whether a situation or a servant—a "want" ad. in The Star will reach the person who can fill your need.

Unparalleled shoe values.

It is our ambition to become the largest shoe house in town. That may be the ambition of many—but none are so determined as we are. We are making bold strides. Just to think! been opened but five or six weeks and yet the trade we already have keeps seven shoe salespeople busy. There are stores which have been established for years which do not employ more than five or six.

The shoe manager has done some of the most remarkable buying of his life, so he says. The results of his efforts go on sale tomorrow. Remember, we guarantee every pair of shoes we sell—"if they break or crack before the soles are worn through we shall be pleased to give you another pair."

3,000 pairs ladies' bright dongola and vici kid button and lace shoes, all styles of toes, patent tips, some cloth tops; extension or close-trimmed soles, in all sizes; have come to us at a big concession, and the offering of them as we shall offer them will make shoe history for this city. The lot consists of shoes for which you have paid $2 a pair many and many a time, and are splendid value at that price. We can sell them, but we shall limit your buying to not over two pairs to any one patron, for.... **98c.**

500 pairs left of those ladies' hand-sewed, hand-turned and hand-welted shoes of vici kid, in button and lace styles, remain, and tomorrow will see the last of them. This is one of the very best values in a high-grade shoe ever offered, for you cannot go elsewhere and find them selling for less than $3, and many styles in the lot would cost you $5 and $6. Your choice of the balance for **$2.19**

Boys' satin calf spring-heel shoes in opera toe, and sizes 9 to 13, such as sell about town for $1 and $1.25, go as a special offering tomorrow for ..... **98c.**

Boys' veal calf shoes, with heels or spring heels, in square and coin toes; splendid wearing footwear, and every pair warranted; usually sold for $1.25—for tomorrow your choice for ..... **98c.**

Misses' spring heel button and lace shoes, in all styles of toe, made of box calf, kangaroo, bright dongola, &c.; in all sizes; light and heavy soles, the usual $1.75 values—for a day **$1.23**

Children's vici and chrome kid button and lace shoes, in all styles and all shapes of toes, sizes 8 to 11—the usual $2.50 shoes—to go for a day at..... **$1.69**
Same in sizes 11½ to 2 for $1.98 pair.

Ladies' $3 and $4 sample bicycle and golf boots for $2.19.
Ladies' 10-button high-cut overgaiters, 21c. instead of 50c.
Ladies' fast black tailor-made overgaiters, 14c. instead of 35c.

Unparalleled boys' clothing values.

As we said above, the regular prices in our boys' clothing department are from 25 to 33 per cent less than the clothiers' about town, which is a fact. And you may safely bank on saving more than that when we make special offerings. Such is the case tomorrow, and this department should be the busiest in the store. Although called a department, there is no store in town that shows a larger variety of anything.

213 boys' and girls' fine Fedora hats, your choice of either black or brown, such as every store in town sells for a dollar, will be put on sale tomorrow morning in this department at..... **50c.**

For a single day we shall let you have the genuine "Mothers' Friend" laundered or unlaundered shirt waists, with the patent button bands, which are famous the world over, in sizes 4 to 14 years, and which sell for a dollar—for..... **39c.**

Immense lot of boys' indigo blue chinchilla reefers, small sizes with reefer collars and larger sizes with high storm collars, cassimere lined, and $2.50 values wherever you go—to go for a day at..... **$1.50**

Boys' fine blue Astrakhan reefers, lined with fine Italian cloth, trimmed with wide Hercules braid and pearl buttons. Sizes 3 to 8 years; nobbiest little reefers you ever laid your eyes on, and just the quality for which the clothiers about town will ask you $5 for—to go tomorrow for a day at.. **$2.50**

Little boys' tan covert top coats—made just like their father's—just such a coat as stylish little fellows delight in wearing and which the clothiers call novelties and stick on a price something like $6.50—to go for a day at **$4.50**

Lot of boys' all-wool cheviot suits, in handsome pin check patterns; made of thoroughly shrunk materials, small sizes, have broad braid-trimmed collars—the usual $4 suit at the clothiers—to go tomorrow for **$2.65**

Youths' blue and black cheviot long pants suits—sizes 14 to 19 years—the usual $6 suits—to go for a day for **$4.19**

924, 926, 928 7th, running through to 704-706 K st. **Goldenberg's** 924, 926, 928 7th, running through to 704-706 K st.

"THE DEPENDABLE STORE."

Goldenberg's peerless values

Stand out in strong contrast tomorrow. The selling will be more extraordinary than it has ever been, for we are urged to unusual price-cutting to make up for the "slump" which the weather has caused to business.

The offerings we make for tomorrow are the greatest, we assure you, we have ever made.

The values in shoes cannot be equaled by the largest and oldest shoe houses. This bespeaks much for the shoe manager, but the buying he has done the past week is remarkable.

The boys' clothing store is filled with big bargains. At regular price, this department saves you from 25 to 33 per cent of what the clothiers ask you. Some of the offerings tomorrow save you 50 per cent.

The wrap values speak for themselves—except that you can get a better idea by looking at the garments themselves. The whole store clamors for publicity, but only a few can be advertised.

35c. extracts, 19c.

Tomorrow we shall give you an opportunity to buy Oakley's fine triple extracts, in such odors as New Mown Hay, Marie Stuart, Jack Rose, Woodland Bell and Violet—which sells everywhere for 35 cents an ounce—for (including bottle) ..... **19c.**

175 dozen two-clasp kid gloves, black, tan, brown and red, at 67c. a pair.

98c. dressing sacques, 50c.

Take your choice of a lot of ladies' swansdown dressing sacques, with lace-trimmed collars—made in blouse effect with belt—large collars and pleated yokes—the usual 98c. garment—for ..... **50c.**

35c. ribbon, 25c. yd.

Tomorrow you will be offered Roman plaid taffeta ribbon—in a great variety of the prettiest and newest patterns—three inches wide—which sells at 35c. a yard—for..... **25c.**

Men's 75c. shirts, 50c.

All previous efforts to give you men unusual shirt values are surely eclipsed tomorrow—when we place on sale a lot of men's fancy percale bosom laundered shirts, with cuffs to match—open back and front—all sizes—in a splendid variety of stylish patterns—75c. value the city over—for..... **50c.**

Just for the one day—Saturday—we shall offer men's celebrated "Sterling" Brand linen collars—in all the newest shapes—every size—for which you pay 13c. regularly—at..... **7½c.**

25c. underwear, 19c.

Tomorrow we shall offer you one of the best values in ladies' underwear ever made. The fact that it is such a splendid bargain at the original price makes the offering of it at a reduction really remarkable. Ladies' balbriggan ribbed fleece-lined vests and pants—all sizes—which our patrons bought gladly at 25 cents a garment—will be offered tomorrow for ..... **19c.**

20c. writing paper, 12c. lb.

2,000 lbs. of fine Irish linen writing paper—your choice of smooth and rough finish, in white and tints—the regular price of which is 20c. lb.—to go tomorrow for..... **12c.**

Special prices for wraps & suits.

We shall hold sort of an introductory sale tomorrow—quote specially low prices just to bring you here to see this grand gathering of the season's stylish wraps and learn the unusually low prices.

We can honestly promise to save you money. We know it because we have looked around town, and we know our prices for equal quality and style are lower than others'—much lower.

Not a day passes that we do not have ladies tell us how much lower our prices are—how much larger our variety is—how much more stylish our garments are.

So, tomorrow we've set apart as a day of special offerings, and we expect to make many new friends.

Ladies' brown, green and navy kersey jackets—elegant quality cloth—trimmed with fancy stitching—satin lined—the usual $12 jacket at other stores—which we offer tomorrow for..... **$7.50**

Russian blouse jackets—made of black and navy kersey—handsomely braided—lined with black satin—regular $12.50 value—which you may have tomorrow for..... **$8.98**

Persian lamb astrakhan jackets—lined throughout with black and colored satin—for which you will be asked $13 elsewhere—will go for a day at..... **$8.98**

Ladies' black kersey all-satin lined jackets—trimmed with four rows of stitching all around—as carefully made and as stylish as any $15 jacket in town—which we offer tomorrow for..... **$7.98**

Ladies' tan kersey jackets—with inserted velvet collars—lined with best changeable taffeta silk—such as you see elsewhere selling for $16.50—will go tomorrow at..... **$11.50**

18-inch Saltz's best silk seal plush capes—hand beaded—edged with Thibet fur—and has new empire pleat in back—very smart and stylish and cannot be bought elsewhere under $12—which we offer tomorrow for **$8.00**

18-inch seal plush capes—with storm collars—trimmed with Thibet fur—same quality as you see selling elsewhere for $6—which we offer tomorrow for..... **$3.50**

27-inch electric seal capes—lined with satin duchesse—very handsomely made—the acme of elegance and fashion—good value at $20—which we offer tomorrow for..... **$12.50**

Black and navy all-wool cheviot serge suits—your choice of either braided Russian blouse or plain reefer style—satin lined—skirts have best quality percaline and are velvet bound—full of style and worth—which you find elsewhere for $15—go tomorrow for **$9.50**

Tomorrow we shall offer you handsome figured gros grain taffeta and satin duchesse Paquin skirts—lined in the very best manner—and velvet bound—extremely rich large patterns—which you cannot buy elsewhere for less than $11—for **$6.75**

Children's navy kersey cloth reefers, with neatly braided cape—sizes 4 to 12 years—well made—thoroughly finished—which we shall offer tomorrow for..... **$2.98**

Children's stylish kersey and two-toned boucle cloth coats—in all the fashionable colors—such as red, navy and green mixtures—neatly trimmed—with cape—have new Empire back—sizes 4 to 12 years—the regular $7.50 coat of other stores—for which we will tomorrow ask..... **$4.98**

Misses' navy and black kersey reefers—with fly front—very stylish looking—better made than a good many higher priced garments seen elsewhere—which we offer for **$3.98**

Misses' handsome kersey coats—in the newest and most fashionable shades of tan, navy and bluet—richly trimmed—straps of same—inlaid velvet collars—half fancy satin lined—as stylish as any $12 coat shown around town—sizes 12 to 18 years—which we shall offer tomorrow for..... **$8.98**

Tomorrow we shall offer genuine ostrich feather boas—extra long—very thick and fluffy—very stylish—reg. $10 value—for. **$6.98**

HECHT & COMPANY, 515 Seventh Street.

To make the millinery department busier

than it has ever been before—to break all previous records made by this successful store we have made special values—the like of which the people of Washington have never known.

Nearly three thousand yards of the new 4-inch changeable all-silk taffeta ribbons—in all combinations, such as is sold in every store in town for 19c. a yard, go on sale at the unusual price of - - - - - - - - 12½c.

Tomorrow we shall offer handsome black and colored wings and coque feathers—which sell around town for 25 cents—at..... **14c.**

We shall give a chance to buy black parrots and colored birds—the usual 75-cent sort everywhere—tomorrow for..... **33c.**

Take your choice of a lot of leather-bound Alpines—with leather band—tomorrow for.... **63c.**

Tomorrow we shall offer all-silk plaid and striped ribbons—the regular 33c. and 49c. values everywhere—4 inches wide, per yard, for..... **33c.**

Tomorrow you may have handsome black ostrich plumes—for which you will be asked $1.25 everywhere—for ..... **69c.**

We place on sale tomorrow a lot of handsome Amazon plumes—which cannot be bought elsewhere for less than $2.25—at..... **$1.39**

Children's all-silk bonnets—in white embroidered silk and colors—$2.48 values—which we shall offer just for this one day at..... **$1.69**

Children's pretty silk caps—which cannot be bought elsewhere for less than $1.25, go tomorrow for ..... **59c.**

Wonderful values in wraps, suits, skirts.

We have bought wraps cheaper than others and we are selling them for less money than others. And we are extending you the privilege of credit and not asking you a penny for the accommodation.

We have the largest stock in town of the most distinctively stylish effects. These are facts which you can prove to your own satisfaction.

For these days we shall give to all who come for them Handsome Electric Seal Collarettes—lined with silk—full ripple silk—high collar—for **$2.19**

Ladies' plain and beaded and braided Saltz's best silk seal plush capes—guaranteed—the latter have Watteau pleat backs, and both are trimmed with Angora fur and lined with rhadame silk—worth no less than $6.98 **$4.98**

Stylish brown, black and blue cheviot, cheviot serge and tan covert cloth tailor-made suits—fly front, silk-lined jackets—strap seams—proper width of skirts and splendidly made, and $18 values—for **$12.98**

Ladies' black kersey cloth capes, with Watteau back—velvet inlaid collars—strap seams—4 rows of stitching and finished with small silk buttons—to go.... **$2.98**

As a special offering you may have a handsome black boucle tan covert or a black kersey all-silk-lined coat—made with all that is newest in style—coats such as many stores are selling for as high as $12—for.... **$5.00**

Ladies' black figured brilliantine skirts—well made—well lined—well bound—with a hang which distinguishes all of Hecht's Skirts—$2 value **$1.19**

Children's blue and brown and red cheviot reefers, with extra cape, collar trimmed with soutache braid—$4 value **$2.98**

Ladies' black, blue, tan and green kersey cloth coats—with velvet inlaid collars—flap pockets—lined with different high colors of satin duchesse—fly front—to go..... **$10**

Here is a fine black brilliantine, or serge, which it is impossible to duplicate elsewhere under $5—lined throughout with rustle percaline—velvet bound and perfect in hang—which we're offering for.... **$3.98**

Ladies' kersey coats—have new fly fronts—new coat backs—welt stitched seams—storm collars—which button high on the neck—flap pockets—to go **$2.98**

Exquisite electric seal (first quality) coats and capes—both lined with handsome satin—coats have new coat back and new collars—capes are full ripple—$40 values—for **$25**

Handsome broaded gros grain silk skirts—best of linings and velvet bound—with the stylish Hecht hang—$9 values—for. **$5.98**

The purchase of boys' suits, reefers, etc., just made offers the mothers of boys the greatest opportunity of the season. They come from one of the world's leading makers and it isn't necessary to tell you they are bargains. You can thank the Philadelphia concern who "begged off" that these are yours at such prices.

Boys' cheviot knee pants suits—in round-collar sizes—6 to 15 years—the most desirable hard-wear patterns—thoroughly made and finished—$2.50 values everywhere—to go for **$1.39**

Boys' black and blue and fancy cheviot suits—all wool—reefer and double-breasted jackets—pants have double seats and knees—Italian cloth lining—the $4 Suits about town—to go for **$2.49**

Boys' fine all-wool cheviot and cassimere knee pants suits—blue and black and fancy plaid effects—fine linings and fine trimmings—reefer and double-breasted sizes—nobbiest garments $5 ever bought—to go for **$3.49**

Lot of boys' cheviot knee pants—good 29c. values—good wearable qualities—will be put on sale for **14c.**

Boys' blue chinchilla reefers—with plaid linings—bound with Hercules braid—deep sailor collars—such a reefer which usually costs you $2.25 and $2.50, and are cheap at that—to go for **$1.49**

Boys' chinchilla reefers—small sizes with reefer collars—large sizes with velvet collars—plaid lining—bound and trimmed with Hercules braid—splendidly made and perfect in fit—$3 and $3.50 values—to go for **$1.98**

Boys' winter-weight genuine blue Woroubo chinchilla reefers—in reefer collar and round velvet collar sizes—bound and trimmed with fine Hercules braid—splendid lining—$4 and $5 values—to go for **$2.98**

For another day—these unsurpassed values.

For another day you may have the genuine 75c. "W. B." corset—black, gray and white—all sizes—18 to 32—for ..... **39c.**

100 dozen ladies' ribbed vests—neck run with tape—all sizes, and all you want—for a day..... **12½c.**

A lot of men's heavy 16-thread natural balbriggan shirts and drawers—have elastic seams and pearl buttons—re-enforced throughout—really $1 values—for ..... **49c.**

An entire table full of men's fast black and tan half hose—12c. values—shall go for a day at ..... **5c.**

143 white and gray blankets—with taped edge and with borders of different colors—98c. values—will go tomorrow for ..... **49c. pair.**

62 pairs Fine All-wool Blankets—full size—with double stitched taped edge—and borders of different colors—splendid blankets, such as cost you $5 a pair elsewhere—to go for..... **$3.98**

12-quarter Crocheted Bedspreads—handsome Marseilles pattern—to go for ..... **98c.**

67 pairs Nottingham lace curtains—good size and desirable patterns—usual 75c. sort—for ..... **49c.**

99 pairs finer Nottingham lace curtains, full length and handsome patterns—$2.75 values—to go tomorrow for **$1.98**

116 pairs exquisite Irish point lace curtains, 3½ yards long—$6.50 curtains at the furniture stores—to go tomorrow for **$4.98**

Lot of boys' outing flannel and Merrimac percale shirt waists—such as are usually sold for 19c. each—go on sale tomorrow at..... **9c.**

Lot of boys' "Mother's Friend" laundered percale shirt waists—these with patent button band—the usual dollar grade—for..... **49c.**

Lot of boys' coutil underwaists—25c. usually—go for... **12½c.**

Lot of children's fleeced merino undershirts—silk-bound neck and sleeves—to go for..... **6½c.**

Ladies' 4-ply linen collars—all styles—to go for..... **5c.**

Ladies' knit underskirts—embroidered bottoms—to go for..... **29c.**

Credit when you want it—liberal credit which costs nothing—which is an accommodation.

Hecht & Company **515 Seventh St.**