

FIRST STEP IS VERY HARDEST

"Have You Had Any Experience?" Cause of Much Misery

By BEATRICE FAIRFAX "Have you had any experience?" Who has not faced the unanswerable misery of being forced to admit that experience is the very thing he wants to gain and that this is his first application for a job!

Recently one of my correspondents, a woman who had studied nursing and who had for five years kept up her own home, applied for a position as chambermaid in a hotel. She was asked if she had ever done the work for which she was applying and she had to confess that this was her first effort. "Oh, we can't employ inexperienced women," was her dismissal.

The young actress striving for her first hearing, the unknown writer, who wants a staff position in some syndicate, were exactly the first time gotten, the young doctor waiting for his first patient, the lawyer eagerly anxious to prove himself by serving his clients were exactly the first time the agony of being scorned and passed by because they have had "no experience."

Life itself is a laboratory in which we test out practically the theories we have learned in our textbooks. How true it is to say that there has to be a first time for everything! How almost equally true it is to say that perhaps our eagerness to do well will make us measure more carefully and plan more exactly the first time than after the much vaunted experience has made us carelessly ready to take for granted our ability to do the job.

One Experience Recently one of the highest-priced writers in America settled a bet by sending a story of his to a magazine which had handled quantities of his "stuff." Instead of signing his name, something as unknown as John Jones was appended; and the man who got the two thousand dollars for a story got a rejection slip! The idea of the magazine to which he sent his story was clearly, and exactly the first time he had proven himself need apply!

The author's friends are still trying to decide whether his stuff was so poor that nothing but his well-known name could have swung it, or whether the unknown name failed to secure a reading!

Most of us pick up magazines on the newsstands and scan them hastily for the names of writers who have given us interesting half-hours in the past. All of a sudden we find that after you have proven yourself, every one agrees that you were always worth your chance (or confides that it is a mystery how you ever got it). The point is that you want your chance—before you get it!

A few months ago a girl came to me in bitterness and desperation. She had gone to a dramatic agency to apply for a part. The agent gave her a bit of verse to read and was so pleased with the girl's rendition of the poem that a chance to run over a part which was right there in the office was given her. That, too, was satisfactory. Then the agent turned to her and asked Alice to read a piece she had had none.

"Well, you are very clever; go and get a year's experience and come back to me and I will be glad to place you." And Alice sobbed out wearily the tale of how almost a dozen offices had said the same thing to her.

How is any one of us going to take the first step if all the rest of us stand blocking the way and say that if we had a little more of that step we are to be worth considering?

An Explanation Why aren't all of us a little better sports about our failures? Why don't we have a feeling of adventure at the thought of discovering somebody new and worth while? Why don't we remember our own pitiful, trembling, long-deferred beginnings? Are we afraid of youth—afraid it will wrest our laurels from us?

A friend of mine, who is the editor of a syndicate, offers a very sane explanation of why it is so difficult to take "a first step." "If I come down in the morning and find that my desk has but twenty manuscripts on my desk and I realize that it is going to take me six hours to go all through those manuscripts and that I have already six hours work scheduled for an eight-hour day, what do I do—what must I do?"

Ice 18 Feet Thick Walls Austrian Forts

Rome, Aug. 1.—The difficulties experienced by Italian Alpinists recently in storming some of the Austrian fortifications on the rocky near Corno Cavento were enormous.

While summer is here, in the high mountains the conditions are still those of winter. One recent battle took place at a height of 10,000 feet, with the troops approaching the enemy forts on skis.

In some places the Austrian forts are actually built of solid ice with walls frequently 18 feet thick. Such conditions of warfare are common on this front.

The Italian troops are dressed from head to foot in white, so as not to attract attention. So well are the Italians prepared that recent losses have been surprisingly light in this area of mid-summer "snow warfare."

\$345,000,000 FOR ALLIES Washington, Aug. 2.—A further extension of credit was made yesterday to Great Britain and France by this Government. The amount advanced to Great Britain was \$185,000,000 and the allowance to France \$160,000,000, a total of \$345,000,000. The total amount granted by the regular program of \$500,000,000 a month for the ally governments. The total amount given to Great Britain is \$955,000,000 and to France \$530,000,000.

REPORT 40,000 STARVED Paris, Aug. 2.—Forty thousand Greeks have been starved to death in Eastern Macedonia since the Bulgarian occupation began, according to authentic reports received by the Greek Government, says a Havas dispatch to Athens. The Bulgarians, says the correspondent, have carried on a systematic persecution of the Greek element in the population, looking to its extermination. They have inflicted all sorts of privations upon the Greeks, burning them with military work and deporting them to Bulgarian localities.

ANNUAL HARVEST SALE

Dives, Pomeroy & Stewart

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There's a Harvest of Savings in Summer Footwear

Women's \$1.75 and \$2.00 white pumps and oxfords. Harvest Sale Price, \$1.45 Women's \$3.50 oxfords in brown kidskin, gun metal calf and patent colt. Harvest Sale Price, \$2.35 Women's \$2.50 patent colt, gun metal calf and black kidskin pumps and one-eyelet ties. Harvest Sale Price, \$1.65 Women's \$4.50 patent colt and gun metal pumps—a grouping of broken lines of our famous Queen Quality shoes. Harvest Sale Price, \$2.89 Men's \$3.50 tan Russia calf and gun metal calf oxfords, rubber soles and heels. Harvest Sale Price, \$2.39 Men's \$1.00 canvas low shoes and tennis oxfords. Harvest Sale Price, \$5¢

CHILDREN'S PUMPS AND OXFORDS \$1.25 brown canvas play oxfords with heavy leather stitched soles. Harvest Sale Price, 95c \$1.00 white canvas pumps with white rubber soles and spring heels. Harvest Sale Price, 75c \$1.50 tan willow calf play oxfords, Elk leather soles. Harvest Sale Price, \$1.20 Boys' 50c Sneakers. Harvest Sale Price, 55c Dives, Pomeroy & Stewart, Street Floor, Rear

Men's Shirts From Regular Stock Repriced in the August Harvest Sale

Hundreds of dozens of fine quality percale, chambray and silk shirts are offered in the sale, beginning to-morrow, at season-end prices.

65c Amoskank blue chambray sport shirts with elbow sleeves, sizes 14 to 17. Harvest Sale Price, 48c Blue chambray work shirts, sizes 14 1/2 to 17. Harvest Sale Price, 45c Regular 65c striped percale and blue chambray shirts with two collars, not all sizes; not more than 2 to a customer. Harvest Sale Price, \$1.00 and \$1.50 sport shirts, in white or with silk stripe collar, sizes 14 to 17. Harvest Sale Price, 69c \$1.50 woven stripe madras negligee shirts, with soft fold cuffs, sizes 13 1/2 to 17. Harvest Sale Price, 79c \$2.00 silk bosom shirts in desirable colors. Harvest Sale Price, \$1.35 \$3.85 and \$4.50 tub silk shirts, sizes 14 to 17. Harvest Sale Price, \$3.45 \$5.50 crepe de chine shirts in Summer's newest patterns. Harvest Sale Price, \$4.75

Neckwear For Men & Boys Specially Priced in the August Harvest Sale

50c tub four-in-hands, in panel stripes and embroidered styles. Harvest Sale Price, 4 for \$1.00; each, 29c 50c end silk four-in-hand ties, in magadore stripes and over-shot patterns. Harvest Sale Price, 3 for \$1.00; each, 35c 50c magadore stripe silk bat wing string ties. Harvest Sale Price, 3 for \$1.00; each, 35c 25c tub four-in-hand ties. Harvest Sale Price, 3 for 45c; each, 17c Boys' 25c silk four-in-hand ties. Harvest Sale Price, 12 1/2c Dives, Pomeroy & Stewart, Men's Store

Final Clearance of Summer Millinery

Last of the black lisere straw shapes, formerly \$3.95 to \$6.95. Harvest Sale Price, 50¢ Small lot of trimmed hats. Harvest Sale Prices, \$1.00 Several dozen fancy straw sport hats. Harvest Sale Price, 50¢ Dives, Pomeroy & Stewart, Second Floor.

THE fields of America have yielded a wonderful harvest; the world is to be fed and clothed from her many products. We should rejoice that such bountiful supplies have been given us. So the Harvesting of Nature's offerings will benefit mankind everywhere. August finds us winding up stocks of summer merchandise, and a Harvest of rare values has been gathered throughout the store for your benefit and profit.

Hosiery and Underwear Specials

Many of the values in this list cannot be duplicated when the lots are cleaned up. WOMEN'S UNION SUITS 75c white and pink cotton union suits, sleeveless, knee length, regular and extra sizes. Harvest Sale Price, 50c 75c cumfy cut cotton ribbed union suits, sleeveless, regular and extra sizes. Harvest Sale Price, 50c 15c white cotton ribbed vests, sleeveless, regular and extra sizes. Harvest Sale Price, 12 1/2c 35c white cotton ribbed vests, fancy lace yokes, extra large sizes. Harvest Sale Price, 25c Children's 10c white cotton ribbed vests, sleeveless. Harvest Sale Price, 7c Children's 18c cotton ribbed vests and knee pants. Harvest Sale Price, 12 1/2c MEN'S UNDERWEAR 50c nainsook athletic shirts and drawers. Harvest Sale Price, each, 29c 75c Egyptian balbriggan shirts and drawers, short sleeves. Harvest Sale Price, each, 50c 50c white nainsook athletic union suits, sleeveless, knee length. Harvest Sale Price, 42c 1 1/25 grey mixed union suits, short sleeves, sizes 34 and 36. Harvest Sale Price, 75c Boys' 35c white cotton ribbed union suits, short sleeves, knee length. Harvest Sale Price, 29c 50c silk lisle hose, fashioned feet, black and white. Harvest Sale Price, 39c 65 silk hose, seamless, lisle tops, white and black. Harvest Sale Price, 42c 65c fibre silk hose, elastic ribbed tops, seamless. Harvest Sale Price, 39c Black thread silk hose, fashioned feet, high spliced heels. Harvest Sale Price, 42c 1 1/25 fancy silk hose, assorted patterns. Harvest Sale Price, 95c CHILDREN'S HOSEY Misses' 35c black silk lisle hose, seamless. Harvest Sale Price, 25c Misses' 15c black cotton ribbed hose, seamless. Harvest Sale Price, 12 1/2c Children's 25c silk lisle socks, black, pink and sky. Harvest Sale Price, 15c Misses' 49c tan colored fibre hose, seamless. Harvest Sale Price, 25c 59c silk hose, grey and champagne. Harvest Sale Price, 42c 50c silk hose, seamless. Harvest Sale Price, 35c WOMEN'S HOSEY 19c cotton lisle hose, seamless, white and black. Harvest Sale Price, 15c 25c silk lisle hose, seamless. Harvest Sale Price, 19c 59c silk hose, grey and champagne. Harvest Sale Price, 42c 50c silk hose, seamless. Harvest Sale Price, 35c

The Linen Section Contributes Many Notable Values For the Harvest Sale

Values that are conspicuous because of the scarcity of such goods and the advanced costs. But early buying fortified us against such increased prices and the Harvest Sale welcomes you to share in the savings.

TABLE LINEN 50c homespun table linen, 58-inch Harvest Sale Price, yard, 39c 75c unbleached cotton table damask, 64-inch. Harvest Sale Price, yard, 59c 75c Irish linen finish table damask, 70-inch. Harvest Sale Price, yard, 65c \$1.50 table damask, half linen, 71 inches; 6 patterns. Harvest Sale Price, yard, \$1.25 NAPKINS Hemmed dice napkins, 18-in., half linen. Harvest Sale Price, 12 1/2c \$6.00 Irish linen napkins, 22 inches. Harvest Sale Price, dozen, \$5.00 SPREADS \$1.75 crocheted spreads, medium weight, double bed size, hemmed. Harvest Sale Price, \$1.49 \$2.50 white dimity spreads. Harvest Sale Price, \$1.75 TOWELS AND TOWELING 12 1/2c cotton glass toweling, red and blue plaids. Harvest Sale Price, yard, 9c Huck Towels, white, barber's size. Harvest Sale Price, 4 for \$1.00 25c Huck Towels with red border. 18x36 in. Harvest Sale Price, 2 for \$1.00 25c White huck towels, key border. 15 1/2x32 in. Harvest Sale Price, 15c Extra heavy huck towel, red border. 17x36 in. Harvest Sale Price, 17c Turkish towels, 17c, 25c, 29c, 35c to \$1.25 Linen huck towels, 50c, 59c, 65c and 75c Old bleach huck towels, 50c and 75c

Silver and Gold Pieces Reduced

50c silver mesh bags. Harvest Sale Price, 25c 25c gold brooches, bar and hat pins. Harvest Sale Price, 19c 50c gold filled brooches. Harvest Sale Price, 39c 50c marmalade jars with silver top. Harvest Sale Price, 45c 50c pearl bead necklaces. Harvest Sale Price, 49c \$1.98 Intermittent Alarm Clocks. Harvest Sale Price, \$1.49 Dives, Pomeroy & Stewart, Street Floor

Notions

24 yards bolts tape. Harvest Sale Price, 18c Best grade India block tape, sizes 3, 2-0, 1, 2 and 3. Harvest Sale Price, bolt, 3c Darning cotton in white and tan. Harvest Sale Price, ball, 1c 25c sanitary aprons. Harvest Sale Price, 22c Lightweight dress shields. Harvest Sale Price, 3 pair for 25c; pair, 10c Pine steel pins, 300 count. Harvest Sale Price, paper, 5c American and Swan dress fasteners. Harvest Sale Price, card, 5c Palm leaf fans. Harvest Sale Price, 2 for \$1.00 Dives, Pomeroy & Stewart, Street Floor

Bedding Supplies

50c bleached sheeting, 3 1/2 yards wide. Harvest Sale Price, yard, 45c 55c bleached sheeting, 2 1/2 yards wide. Harvest Sale Price, yard, 47c Unbleached Muslin, 48 inch. Harvest Sale Price, yard, 10c 15c bleached muslin, 36 inch. Harvest Sale Price, yard, 12 1/2c \$3.49 set of embroidered sheet and 2 pillow cases, sheet is 81x91 inches, cases 45x36 inches. Harvest Sale Price, set, \$2.98 Dives, Pomeroy & Stewart, Basement



A Clearance of Clothes for Men All Fancy Suits Given Final Reductions

The speculator who owns merchandise that is "going up" holds it for the higher price. Not so the merchant. Every suit we own is worth more to-day than when we bought it. Wool has sold, within a few days, at 75c a pound. But—

We are merchants, not speculators. Men, you will benefit now by a gers, not merchandise. We shall clean up our clothing stocks thoroughly this season. Men, you will benefit now by a greater than ever saving.

All fancy suits are reduced as follows: \$15.00 Suits at \$11.75 \$25.00 Suits at \$18.75 \$18.00 Suits at \$13.75 \$28.00 Suits at \$22.75 \$20.00 Suits at \$15.75 \$30.00 Suits at \$23.75 \$22.50 Suits at \$17.75 \$35.00 Suits at \$28.75 All sizes—33 to 44 regular, 37 to 48 stout, and sizes for long men and short men. Styles are all of this spring and summer designing.

Fabrics—Worsteds, Cassimeres, Mixtures, Flannels, Velours, Tweeds, Homespun, Patterns—Neat Checks, Rich Mixtures, Overplaid, Browns, Fancy Stripes, Blues

Hurry Men, Get a Palm Beach Suit Here--They Are Special at \$6.95 \$8.50 grey, tan, dark grey and striped black and tan Palm Beach Suits. Special, \$6.95 Cool Cloth Suits--\$10.00 Suits Special at \$7.50 \$12.50 Suits Special at \$8.50 Dives, Pomeroy & Stewart, Men's Clothing Second Floor.

Both Sections of Wash Goods Heard From in the Sale

Many of the best values of the season are included in this double list of Harvest Sale specials in fine cotton dress goods.

Street Floor Dress Cottons 35c to 50c voiles in stripes of different colors, fancy plaids and figures. Harvest Sale Price, yard, 29c 59c voiles, fine cloth, neat and fancy stripes. Harvest Sale Price, yard, 39c 59c pongee, silk and cotton, tan and colored grounds and fancy figures. Harvest Sale Price, yard, 29c 50c voile, silk and cotton, tan ground with woven figures. Harvest Sale Price, yard, 29c 25c suiting, white ground with colored stripes, 36 inches wide. Harvest Sale Price, yard, 19c 35c woven tissue, colored stripes. Harvest Sale Price, yard, 29c

Basement Dress Cottons \$1.95 semi-made skirts, made of wash suiting, fancy stripes; sew up or seam, finish hem and your skirt is ready to wear. Harvest Sale Price, \$1.00 35c suiting, 36 inches wide, figures and stripes. Harvest Sale Price, yard, 11 1/2c 12 1/2c lawn in stripes and figures. Harvest Sale Price yard 5 1/2c 25c plisse crepe in plain shades and figures. Harvest Sale Price, yard, 12 1/2c 20c plain black satine, extra fine grade. Harvest Sale Price, yard, 12c

Attractive Clearance Lots in the Market St. Shoe Section

300 pair women's white canvas hand-turned pumps, formerly \$3.00. Harvest Sale Price, \$1.95 100 pair women's black pumps, formerly \$4.50. Harvest Sale Price, \$3.85 75 pair women's white sport shoes, leather trimmed Nu Buck, \$7.00 value. Harvest Sale Price, \$3.95 200 pair women's high white lace boots, white Louis heels, \$4.50 value. Harvest Sale Price, \$3.85 Men's \$9.00 Banister oxfords, best tan leather. Harvest Sale Price, \$7.25 Men's \$8.50 Banister Oxfords, in fine black calfskin. Harvest Sale Price, \$6.95 Men's \$7.00 and \$7.50 black and tan English oxfords. Harvest Sale Price, \$6.25 Men's \$6.50 black English oxfords. Harvest Sale Price, \$5.45 Men's \$6.00 black English oxfords. Harvest Sale Price, \$5.25 Dives, Pomeroy & Stewart, Market Street.

Dresses, Coats and Skirts In the August Harvest Sale

Our entire remaining stock of summer clothes for women and misses goes into the clearance beginning to-morrow at prices which made it possible in some cases to own several garments at the former price of one.

\$2.98 Auto Coats, \$2.50; \$6.50 Dresses, \$2.75 \$2.98 oxford motoring coats in sizes 38 to 44. Special in the August Harvest Sale, \$2.50 Regular \$15.00 linen coat dresses in a variety of excellent styles, in sizes from 38 to 44, colors include grey, green, rose, light blue and Copenhagen. Special in the August Harvest Sale, \$10.00 Regular \$6.50 colored voile dresses with deep sailor collar and turn back cuffs of voile in contrasting shades; sizes 36 to 44. Special in the August Harvest Sale, \$2.75 Regular \$18.50 and \$20.00 white voile dresses of fine quality, deep collar finished with lace; sizes 16 to 40. Special in the August Harvest Sale, \$14.50 line, in all sizes from 26 to 36. Special in the August Harvest Sale, \$2.75 Regular \$30.00 and \$35.00 fine quality black taffeta coats, 48 and 50 inches long; sizes 36 to 40. Special in the August Harvest Sale, \$22.50 Regular \$22.50 long black taffeta coats in sizes 36 to 44. Special in the August Harvest Sale, \$16.50 \$12.50 and \$15.00 all wool velour sport coats in sizes 16 and 18, in gold, mixtures, black and white checks. Special in the August Harvest Sale, \$7.50 Dives, Pomeroy & Stewart, Second Floor

Decorated and White China

Gold lace forms the border design in some cases, while blue spray and plain white pieces are to be found in profusion—all subject to slight imperfections.

Specially priced in the Harvest Sale—Tea cups and saucers, Cover vegetable dishes, Dinner plates, Tea plates, In Oat meal dishes, Soup plates, Drinking cups, Pickle dishes, Hot cake covers, Hanging match safes, Bread and butter plates, Desert dishes, Meat platters, Cake plates, Covered butter dishes, Sugar bowls, Water pitchers, Milk pitchers, 10c

PULLMAN CARRIAGES FOR THE BABY \$21.50 white enamel, reversible gear, \$17.50 \$40.00 white enamel, \$34.50

100 Hygienic broom action sweepers, with bristle brush, one to a customer. Special, \$1.00 DO YOU PLAY CROQUET? 98c Sets, 75c 1 1/25 Sets, \$1.00 1 1/25 Sets, \$1.19 2 1/25 Sets, \$2.19 \$3.50 Sets, \$2.93

MISCELLANEOUS 5 and 5 1/2 ft. Ironing boards, Special, 50c 80 hardwood clothes pins, 5c \$2 1/2 c roped vacuum washers, 42c Tin top jelly tumbler, dozen, 50c Folding hardwood painted or varnished lawn seats, 75c Dives, Pomeroy & Stewart, Basement