

HOW DOCTORS' PATIENTS LIKE TO BE HUMBUGGED

THE late Phineas T. Barnum knew just what he was talking about when he said that the American people love to be humbugged, writes a physician in the Chicago Tribune.

No one knows this better than the physician, who comes into such intimate relations with the private life and feelings of the people. The strenuous life that we live to a large extent makes us an artificial people—that is to say, we live an unnatural and unreasonable life.

The American, with his push and bustle, thinks that money and persistence will accomplish anything, and if he gets an ache or a pain, or even a serious ailment, he rushes to the doctor and wants to be cured in double-quick order. The consequence of this state of affairs, is that the doctor is compelled to humor his patient.

If he has some organs trouble the doctor has to treat him like a child, pet him and scold him, and resort to all sorts of devices to make him take the necessary rest and medicine to effect a cure. On the other hand, if there is really little the matter with the patient, he still has to be humored. In nine cases out of ten he becomes indignant if he is informed that his trouble is trivial; he insists that it is serious, and must be treated accordingly.

I do not wish it to be inferred from this that physicians resort to wilful deception. They may frequently be guilty of harmless little practices which do no one harm and often give the patient great pleasure and relief. On the whole, I do not know of any body of men who are more devoted to the noblest traditions of their profession

than the physicians of this generation and this country.

Hence it must not be assumed that the relation of the little incidents and anecdotes that follow are meant to be frivolous at the expense of a class of men who are worthy of the highest reverence. They are intended to illustrate some curious little phases of human nature.

One morning a millionaire came to my office. I knew the man and was aware of the fact that he had recently inherited a large sum of money. For more than forty years of his life he had been a man of the greatest industry. He labored early and late and did more physical work than usually falls to a man in his condition of life. During all these years he enjoyed perfect health.

When he unexpectedly came into the possession of his fortune he changed his mode of life. He did not take him many years to undermine his good health. When he came to me he had an unhealthy complexion, and was evidently in the throes of indigestion; but he had made a study of his own case and was satisfied that he was a fit subject for apple pie.

No doubt he would have been in time; but at this stage of the game he had made a study of his own case and was satisfied that he was a fit subject for apple pie.

"Come, my man," he said, in tones of authority, "I want your best judgment in this case. I've got the money and want to be cured."

Apoplexy Averted.

I ventured the suggestion that a little dieting might improve his condition. But he flew into a rage, and said

If I could not understand the serious nature of his case, he would have to go elsewhere.

Then I got down to business and smothered my conscience by saying myself that my method would be best for the man in the end. I made a thorough examination, looked grave and told him that his case was serious indeed—in fact, I looked so grave that the man became thoroughly alarmed, and offered me fabulous fees if I could only effect a cure.

I made a pretense of giving him medicine, and then I prescribed a daily routine which I trusted would change his condition. First I told him that automobiles would be fatal in his case, that his nervous condition was wrought up to such a state that he could not stand the strain.

What I really wanted was to force him to take more exercise. I told him to leave his house at 6 o'clock every morning and walk two miles to a certain country place, where he was to drink a quart of spring water.

I listened to my advice humbly, agreed to take the medicine that I prescribed, but begged me to cut out the two-mile walk to the spring. I refused to do so, and he consented to follow my advice literally. This he kept up for three months, and at the end of that time he was in perfect health.

To this day he is impressed with the belief that I cured him of a serious organic trouble. Why should I undecisive him? I certainly have the consciousness of having improved his condition. I had another patient—a woman—who insisted that she was troubled with some serious organic ailment. I

knew better and told her so, and she threatened to employ another physician. In order to satisfy her I made another examination, and then told her that the only remedy for her trouble was electric treatment.

"Will it be severe?" she inquired in a voice that suggested fear.

"Yes," I said, in a serious tone, "it will be severe, very severe; but it will be effective, and after four or five treatments you will be entirely cured."

"Well," she replied, "I am glad of that, but I won't take it today. I'll come here tomorrow afternoon and receive the first treatment." And she went away all in a flutter.

About 2 o'clock the next afternoon the telephone bell rang, and when I answered it I found my woman patient was at the other end of the wire.

"Oh, doctor," she exclaimed, "it will not be necessary for me to come to your office this afternoon. That pain has left me altogether."

"Altogether?" I inquired.

"Yes," she said, "I have not felt it since I left your office yesterday afternoon."

The punishment fitted the crime. I knew that her ailment was imaginary, and that the suggestion of a drastic remedy would make her forget it altogether.

Rich Slow to Pay.

One of the greatest difficulties that physicians experience is in the collection of bills. When a person is in need of a doctor he or she is usually in great need of the medical man. For the time being they feel entirely helpless and throw themselves upon the mercy and learning of the physician. Their gratitude at the time is often intense, but as soon as the patient recovers this feeling seems to disappear, and as time goes on they actually begrudge the payment of their just bills.

This does not seem to be confined to any special class of persons. One might think that poor people were the worst pay, but the condition is exactly the reverse. I have had several wealthy patients who only paid their bills after being threatened with a lawsuit.

Indeed, the average man will pay his whiskey bill, his gambling debts and even go to the seashore for a vacation that he does not need, and yet at the same time hold up the doctor, who needs the money just as much, if not more, than any of his tradesmen, with whom the patient has business dealings. If the doctor insists on being paid for his services he is denounced as a "brute," and an "inhuman man."

But the successful doctor must be a philosopher as well as a man of medicine. He must be willing to give and take, and, if possible, to constantly look on the bright side of life and humanity.

Not long ago I attended a little child that was threatened with typhoid pneumonia. It was a case that required careful nursing more than medical treatment. Something within me told me that if the child once contracted the dreaded disease it would prove fatal. My work was to ward it off. As a consequence, I had to give the case careful and constant attention.

I felt that a visit of once or twice a day would not suffice. So I deliberately sat down at the bedside of that child and remained with it for two days and three nights. The only intervals were for two hours each afternoon, when I

made a hasty visit to my more urgent cases. At the end of my vigil the danger point had been passed, and within forty-eight hours the child was well and out of bed.

I do not claim any special credit for my action in this case. I can't say that it was dictated solely by a love for Humanity, although that figured in it quite extensively; but it was more like a passion; it was a desire to conquer the disease. The case absorbed me wholly. I determined to save that life at any cost, and I am glad to say that I succeeded. It is not too much to say that 60 per cent of the physicians of my acquaintance would do the same thing under the same circumstances.

A doctor's work is never done. He is the servant of the slave, the martyr to humanity. His conditions under any circumstances is not one to be envied. When he begins his practice and hangs out his shingle, the venture seems like a lottery. If he fails to get patients and is not able to build up a practice, he is the most forlorn of men. He has nothing else to turn to and has to vote himself a failure.

If, on the contrary, he is successful, his practice accumulates at such a rate that he is not able to give it his attention. He is compelled to work day and night, and every year there is an endless procession of broken-down physicians going away to the resorts in a feeble effort to build up the health which they have sacrificed in order to serve their fellow beings.

I think it would make an interesting book if it would be possible to compile a list of the physicians who have sacrificed their lives in trying to save the

spark of life in the body of their fellow men.—Baltimore American.

Fast Time For Bees.

(Chicago News.)

There is a bee ranch with more than a million bees in the heart of one of the densest residential districts of San Francisco. It is owned by Philip Prior, principal of a public school, and is in the little back yard of his home. For ten years he has kept his bees there, has harvested about a third of a ton of honey each season, and has been at no expense for food for his interesting and industrious pets.

Although it is a distance of two and a half miles from the Prior bee ranch to Golden Gate park, the Prior bees make the trip there, collect loads of honey and get back to the hive in two minutes, making a bullet-like flight at the surprising rate of 150 miles an hour.

Mr. Prior has demonstrated this by having an observer watching certain favored places in the park and exactly timing the arrival of bees he purposely sprinkled with flour as they issued from a hive. He has also kept time on the absence of the whitened bees.

Cure For Snakebite.

(New York Times.)

Colonel Henry Wetterson of Kentucky during his recent visit to New York told a story of an old darky down south who was informed that whiskey was an infallible cure for snakebite. His informant told him that if he was bitten by a snake and drank a quart of whiskey the snake would die and he would go unscathed.

"Dar's only one trouble 'bout dat cure," the old man said, "I knows whar dere a plenty snakes, but whar's I gwine ter git de whiskey?"

Keep in Mind

That Perfect Work It's yours for the call.

TROY LAUNDRY.

Both 'Phones 192. 166 MAIN ST.

Ad Worthy Your Careful Reading If Money-Saving IS AN Object

An array of Merchandise Attractions unparalleled by any similar offer at this season of the year! They represent scores and scores of Bargains which each Department has planned solely for your benefit—and if you value variety, if you value quality, these items, at These Prices will interest you.

NEWEST Winter Silks and Dress Goods.

At Extraordinary Low Prices.

A number of items chosen here and there that will prove of unusual magnetic power. The charm of this department is its crowds and the crowds are always present. These are the plans for this week:

ENGLISH STORM SERGE—35-inch, strictly fine wool, hard twisted storm serge in reds, blues, grays, tans, brown, green and black. Regular quality, SPECIAL, a yard..... **53c**

GRANITE SUITING—65-inch, all wool, heavy weight granite, for skirts or jacket suits, in brown, tan, gray, red and black. Regular \$1.25 quality, SPECIAL, a yard..... **87c**

STYLISH MIXED SUITINGS in Scotch Tweeds and Cheviots in plain and the newest effects, color in brown, blue, green, gray, black, etc., 45 to 54 inches wide. Regular values up to \$1.65 and \$1.75. SPECIAL, a yard..... **\$1.19**

NEW MANNISH SUITINGS in neat mixtures and plaid effects, color in brown, gray, tan, black, etc., 50 inches wide. Regular \$2.00 quality, SPECIAL, a yard..... **\$1.55**

PRESTIGE COATS and tailored suits in gray and tan, 56 inches wide. Regular value \$2.99 a yard..... **\$1.75**

Fancy Silks for Waists and Shirt Waist Suits.

75 pieces of fancy silks, a grand display of these will be placed on our silk counter this week at a great reduction in price. Silks in all the new colors and designs, comprising small figures, checks, plaids, polka dots and stripes, the regular price of these have been from \$1.25 to \$1.75. Monday's selling price..... **98c**

Changeable Taffeta Silks.

Changeable taffeta silk 19 inches wide in black and red, blue and green, red and blue, tan and blue, coral and green and others, regular \$1.50 quality. Monday's selling price, per yard..... **59c**

Lining Satins.

Lining satin 21 inches wide, extra heavy quality close grain, seal finish, do you want a coat lining? Just the thing, all colors, including navy, red, brown, tan, light blue, old rose, cream, black and others regular price 90c. Monday's selling price, per yard..... **75c**

Cream Silks for Evening Dresses and Waists.

Peau De Cygne 19 inches wide, very soft and lustrous, regular price \$1.25, selling price, this week at a great reduction, per yard..... **\$1.00**

Crepe Princess 20 inches wide, heavy quality and washable, regular price \$1.25, selling price, Monday..... **\$1.00**

Peau de Soie, 21 inches wide, smooth satin finish, elegant quality to wear, and wash, regular price \$1.25, selling price, Monday, per yard..... **\$1.00**

Plain and Fancy Velvets for Waists and Shirt Waist Suits.

Two toned silk velvets in a great variety of shades, including red, black, blue and green, green and black and blue and white and others, regular \$1.25 quality. Monday's selling price, per yard..... **75c**

Crushed velvet in all colors usually sold at \$1.20. Monday's selling price, per yard..... **\$1.25**

We are showing all the new colors in the Panna, Clifton and Mirror Velvets, including burnt orange, terra cotta, brown, old rose and almost any other color in prices, per yard—**\$1.10, \$1.35, \$1.85, \$2.50**

Some Excellent UNDERWEAR VALUES FOR WOMEN AND CHILDREN.

All grades of every desirable kind for winter wear in qualities that cannot be equalled at our prices. We quote some representative bargains, they're worth your while to investigate.

Women's White Jersey Ribbed Knitted CORSET COVERS, with draw string at the waist, extraordinary value, for this week only, at..... **29c**

Women's White extra fine quality ribbed Cashmere Wool Corset Covers, best \$1.35 grade, all sizes, on sale at..... **99c**

Women's Jersey Ribbed "Melba make" perfect fitting fleeced Union Suits in gray or ecru, all sizes, best 6c grade at..... **50c**

Women's Jersey ribbed nonshrinkable Wool Union Suits in natural gray, slightly mixed with cotton, all sizes, in the \$2.35 grade, at..... **\$1.89**

Children's Union Suits for Boys or Girls in ecru or natural gray, jersey ribbed and well fleeced, any size, at..... **25c**

Our children's ribbed wool cotton mixed underwear in all sizes is unsurpassed for wear, guaranteed nonshrinkable and by all odds the most satisfactory underwear in the city. Prices, according to size from **35c to 75c each**

A NOTEWORTHY Glove Offer

Ladies' heavy Suede or Glace Kid Gloves in all sizes, every desirable color in this lot, but no blacks, all sizes, the very best \$1.25 grade ever shown in the city, on sale this week at..... **89c**

ESTABLISHED 1864

J. Aberbach & Co.

ONE PRICE TO ALL NEVER UNDERSOLD

The Cloak and Suit Department's Mammoth Week.

Extraordinary offers for this week that every woman living in or anywhere near Salt Lake, will find interesting reading. Look them over carefully, you'll not find their equals elsewhere.



At \$12.50 NEW FALL SUITS. After last week's assortment and find it advisable to replenish the stock, we have assembled all the odd and small lots of higher priced suits up to \$15.75 and reduced them to \$12.50, making a larger and better assortment.

At \$23.50 NEW WALKING SUITS made of fine brown combination, jacket trimmed and satin lined. Skirt is 3-gore wide flaring, big bargain at \$23.50.

At \$10.00 LADIES' HANDSOME 3/4 COAT in plain Jersey cloth, castor, tan, navy and black, lined throughout with Skinner's guaranteed satin, man tailored, regular \$19.50 values.

At \$3.50 HEAVY MEN'S SUITING WALKING SKIRTS, dark and light gray mixtures, 9 gores, stitched lap seams, wide flare, values \$4.50 and \$5.00.

At \$5.50 FINE ALL WOOL HOMPESPUN WALKING SKIRTS, full flare, tailor strapping and fine stitching, all lengths.

At \$2.50 NEW FALL WAISTS, made of fine quality French flannel, in navy blue, tan, red and black, front elaborately trimmed and ornamented with 4 velvet covered buttons.

At 85c NEW EIDERDOWN DRESSING SACKS, extra silk lined, blue and red, full front, fitted back, croquet edge, all around, sold regular at \$1.25.

At \$6.95 SILK PETTICOATS, made of excellent quality taffeta silk, deep graduated accordion plaited flounce, extra silk underlay and dust ruffle, all colors and black, values up to \$9.50.

A Great Selection of Fur Boas.

At 75c ELECTRIC SEAL SCARFS, ornamented with two tails.

At \$2.25 WOOL SEAL SCARFS, 34 inches long, ornamented with four tails.

At \$3.75 FINE CHINCHILLA NECK SCARFS, with imitation ermine center, satin lined.

At \$5.00 BLACK OR BROWN MARTIN SCARFS, with 6 large brush tails, grand value at \$5.00.

SPECIAL VALUES--SPLENDID VARIETY IN MILLINERY.

If you want a "catching" hat of striking style, choice materials, handsomely trimmed—you'll find just what you want in our Millinery Parlors. The Season's choicest Models in Dress Hats and Tailored Hats, trimmed with incomparable style, and in elegant variety of our creations.

A Complete Display, rich in good values, at a wide range of prices.

OVERWHELMING BARGAINS IN FLANNELS AND BLANKETS

Nothing to compare with these great specials has ever been known in Salt Lake. No such values has ever been given. These prices are just what you'll be looking for, as you need these Flannel Beddings supplies. Here are examples of the astonishing money savings:

1,000 yards Canton Flannels, this week..... **5 1/2c**

A Blue Gray Twilled all-wool Flannel, used for undershirts, value 40c. Special for this week, per yard..... **29c**

5 pieces Red Twilled, all-wool Flannel—good weight, regular price 60c. You'll buy this week..... **36c**

15 pieces Fine Twilled Serge French Flannels, in all the leading colors for autumn and winter wear, cream, light blue, tan, gray, cadet, navy, wine, garnet, green, lavender and cardinal. EVERY YARD NEW, and the genuine 75c quality, for this week only..... **56c**

100 pair of the largest double bed size 12-4 Flannellet Blankets, gray ermine, double fleeced, can be used for either sheets or coverings, soft finished and well worn and wash white, worth least \$1.50. Special for this week, per pair..... **\$1.10**

The newest fancy colored robe Blankets, for smoking jackets and bath robes, the handsomest collection of patterns and colorings ever shown, note as good elsewhere at \$3.50. Special for this week..... **\$2.48**

The best \$1.50 Blankets you ever saw, eastern and western makes, 10-4 and 11-4 sizes, gray or mode..... **\$3.35** colors, you will buy this week, per pair.....

3 lots of Oregon wool Blankets, gray, mottled or Vicuna color, the largest, the best and the heaviest ever sold at \$7.50. Special for this week..... **\$5.40** per pair

12-4 size white California Blankets, steam shrunk, very soft and fine, with a beautiful fluff and fancy borders. Regular price \$3.50, this week only..... **\$2.15** per pair

Warm Footwear

Is showing a complete assortment for Ladies, Misses and Children.

SHOE DEPT

Special Cut Prices for This Week.

Children's Felt Slippers, fur trimmed, worth 80c..... **60c**

Children's Felt Shoes, Kid Foxed, worth \$1.00..... **65c**

Ladies Felt Slippers, fur trimmed, worth \$1.25..... **98c**

Ladies' Felt Slippers, fur trimmed, worth \$1.75..... **\$1.35**

Ladies' Felt Shoes, Kid Foxed, worth \$1.25..... **90c**

Ladies' Felt Shoes, Kid Foxed, worth \$1.50..... **\$1.25**

GENTS' OUTING FLANNEL NIGHT ROBES, sizes 14 to 18, worth \$2 and \$2.50, special for this week..... **65c**

GENTS' OUTING FLANNEL NIGHT ROBES, in extra good quality, neatly trimmed, with or without collars, sizes 14 to 18, worth \$1.25. Special this week, for..... **\$1.00**

GENTS' ALL-WOOL UNDERWEAR—All our \$1.25 grade, in all sizes, will be sold this week for..... **\$1.00** per garment

BOYS' KNEE PANTS SUITS—in dark wool mixtures, neatly trimmed, with pleats and belt, ages 3 to 8 years, worth \$3.00 and \$3.50. Special this week..... **\$2.25**

BOYS' DOUBLE-BREADED SQUARE CUT SUITS—in all wool goods, the pants with double knee and seat, worth \$4.50. Special for this week..... **\$2.95**

BOYS' OVERCOATS—in plain blue or black and fancy plaids, ages 3 to 8 years, worth from \$5.00 to \$5.50. Special this week..... **\$3.50**

YOUTH'S OVERCOATS—in strictly all wool goods, ages 10 to 20 years, colors of dark gray and brown, worth \$5.50. Special this week..... **\$5.00** week for

RUBBERS

LARGEST ASSORTMENT IN THE STATE.

Every Pair Warranted, and Prices Lower Than Elsewhere.

Elegant New Dress Trimmings at Sale Prices.

REMARKABLE VALUES IN A REMARKABLE HANDSOME LINE OF ELEGANT TRIMMING NOVELTIES, VALUES THAT MUST APPEAL TO EVERY PURCHASER, STYLES THAT WILL PLEASE EVERY LOVER OF HANDSOME DRESS GARNITURE.

Three Wonderful Leaders for This Week's Lively Selling.

At 7c a yard. At 19c a yard. At 29c a yard.

Neat Trimming Braids and fancy Gimps in Black, White and every color, especially adapted for trimming girls' dresses up to 29c values at..... **7c a yard.**

Elegant Applique, fancy Braids, spangled Trimmings, etc., in the most extensive color variety, all new and desirable styles up to 40c values at..... **19c a yard.**

Beautiful Persian effect appliques and a magnificent line of black and colored trimmings in fancy braid and every other desirable effect, up to 60c values at..... **29c a yard.**

A GREAT WEEK OF VALUES IN Curtains and Table Linens

Come, look, criticize and judge for yourself how attractive the offerings are. No economy-seeker can afford to miss this week's opportunities.

70c TABLE LINENS AT 45c YARD.

New, clean and crisp Damasks right from the mills. We had to buy big quantities to get the price, and we show our good fortune to our good customers this week. They consist of both Damask and Dice Patterns—ten different designs—the always wanted kind—full 60 inches wide and very heavy—superb material, unbleached, good wash, worth \$2.50 a yard. Special for this week, per yard..... **47c**

\$2.50 RUFFLED BOBBINET CURTAINS AT \$1.85 A PAIR.

20 pairs in the lot—Ruffled Bobbinet Curtains, with Battenberg Inserting and Edging—curtains made of the soft, pliable Bobbinet that is so easy to manipulate and which hangs so gracefully when up at the window, 2 yards long and 42 inches wide, value \$2.50. Special for this..... **\$1.48** week, a pair

CHOICE OF \$1.25, \$1.50 AND \$1.50 IRISH POINT AND BRUSSELS NET CURTAINS AT \$1.5 A PAIR.

Doublets you have seen this style curtain at \$1.50; often they are advertised as wonderful bargains at \$1.25; are they 3 1/2 and 4-yard lengths among them, but we shall offer them to you this week, and we don't expect to keep them long at such a low price. Special..... **\$1.35** per pair