

Metal Beds and Bedding

- \$12.75 iron bed, white enamel or black finish, November sale price \$1.95
\$15 iron bed, fancy design—November sale price \$1.60
\$16 iron bed, brass rods and knobs, extended foot—November sale price \$1.40
\$20 iron bed, brass rods and spindles, finished in mahogany red—special November sale price \$1.75

Bedding Nothing but clean, sanitary filling in all of our mattresses made fresh every day.

- African palm leaf curled with cotton on one side, striped ticking—special, at \$1.50
Snowflake cotton in Amoskeag stripe ticking \$1.75
Cotton felt mattress, full tufted, in fancy stripe ticking \$2.25

Box Springs and Hair Mattresses made in fancy ticking with Imperial edged hair mattress, bounded corners, for the set \$25

We show the largest assortment of strictly high grade box springs and mattresses every brought out—ranging at \$25 and up to \$100 for the box spring and mattress.

Folding Mantel folding Beds, full size, fitted with woven wire springs cable supported—No. 1 November sale price \$11.40

Other mantel folding beds at \$15.00, \$18.50, \$21.50, \$23.50, all at a saving of from \$3.00 to \$7.00 during this special November sale.

Upright Folding Bed A folding bed that will give the most satisfactory results. All fitted with large French bevel mirrors, beds made in finely quartered, figured oak, polished finish.

Couches—An opportunity to purchase couches in fabric upholstery, pantasotes or genuine leather. Some very special price inducements during this Big November Sale.

Pantasote leather couch that would sell regularly at \$24, November sale price \$19.00
\$22.00 pantasote leather couch, all upholstered, small pleated tufted top and side pleating—November sale price \$18.00

Grölar & Wilhelm Carpe Co. Great November Sale

Beginning of the third week of remarkable selling of new, desirable merchandises. Never before have we offered at sacrifice prices such a vast assortment of fine, medium and low price Furniture, Carpets and Curtains. It's a stock reducing sale on a broad plan. Goods all marked in plain figures, and mind you, we have not marked our goods up in price to show a larger reduction for seemingly more effective advertising purposes, each and every reduction a positive one—no misrepresentations, but an actual saving in price if you buy during this Great November Sale.

Great November Sale Carpets, Rugs

Every yard of carpet in this great stock reduced in price for this special November sale.

Tapestry Brussels carpets all reduced from 10 to 25c per yard. Body Brussels carpets all reduced in price from 15 to 40c per yard.

Ingrain Carpets

80-cent quality best two-ply Ingrain carpets, the best made at any price, full line from which to make selection—November sale price, per yard \$1.50
15-cent union carpets, full line to select from, per yard \$1.00

Special November Sale of Rugs

Need's Ardoran rugs, 8-3x10-8, excellent patterns that have been priced especially low when we were selling them at \$28.50, now your choice during this November special sale, at each, \$23.00.
All last season's 8-3x10-6 Lowell Wilton rugs, \$38.00 regular—Special November sale price, \$28.50.

Another Great Rug Bargain

Large new lot just received of Bigelow small rugs, 2-3x5-3, about ten patterns in all, but an unlimited supply. They are very fine Persian, Turkish effects, also floral designs. They come in tans, greens and reds. Regular price \$2.75, while they last in this November special sale, each \$1.75.

Taborettes and Odd Pieces

Plano polished, golden oak taborette, would sell regularly at \$1.50—special November sale price \$1.25
\$1.75 Roman seat with arms, golden oak or mahogany finish, November sale price \$1.25
\$1.50 solid oak center table, 24 inch square top—Special November sale price \$1.00
\$2.25 Roman stool, upholstered with imitation Spanish leather—special November sale \$1.55
\$6.00 rocker, piano polished mahogany finish—special November sale price, \$3.95

Great November Sale Lace Curtains

Never before have we offered such values in lace curtains as we are doing in this Great November Sale. Thousands of pairs of curtains are being offered, in many instances at less than the cost of manufacturing—together with our purchase of 1,200 pairs of real Brussels at less than half their value. We are offering our entire stock at so very low a price that seeing means buying. We quote some here but hundreds of others are at our store.

\$5.00 Brussels curtains, Irish Point curtains, Cable nets and domestic Arabian curtains, all full 50 inches wide, three and one-half yards long—November sale price, only \$3.50

Irish Point curtains, Brussels curtains, domestic Arabians, new up-to-date patterns. In this lot you will find values worth at any ordinary sale \$8.00—special price \$4.95

\$12.00 Brussels curtains, Point de Venetian, double net Brussels, Irish Point curtains, Point de Arab—all new select patterns, worth regular \$12.00—special selling \$6.75

Hand made Battenburg curtains with 4-1/2 inch ruffle, good quality of net, 45 inches wide, 3 yards long. We have only 150 pairs of this number, so come and get some, they are worth \$3.50 regular—special, per pair \$1.95

Corded Brussels and Battenburg curtains, every one in perfect condition, stylish and worth \$15.00—special sale \$7.75

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Dining Room Furniture

You could not find a more appropriate time for making selections of dining room pieces for the Thanksgiving feast than now, besides the immense large stock from which to make selections, there is a price inducement during this Big November Sale.

- \$18.50 sideboard, fancy plate mirror—November sale price \$16.90
\$23.00 solid oak buffet, six drawers, one door, for \$20.00
\$22.00 solid oak sideboard, \$21.00
\$28.00 solid oak sideboard, \$31.00
\$112.00 solid mahogany buffet, hand carved, for \$100.00
\$150.00 golden oak buffet, special fine design, \$122.25
\$125.00 massive golden oak sideboard, \$129.75
\$220.00 mahogany dining room suit, consisting of buffet, dining table, china cabinet, one arm chair, sideboard, all covered in leather seat, china closet has full mirror back and glass shelves, special November sale price \$189.00

Library Tables Big November Sale on Library Tables in solid mahogany, golden and weathered oak. Some exquisite patterns in house desks, Dutch Colonial antique effects.

- \$14.00 mahogany library table—November sale price \$11.20
\$25.00 mahogany library table—November sale price \$19.60
\$40.00 mahogany library table, fitted with leather top, heavy claw feet, \$36.00
\$80.00 mahogany library table, fitted with leather top, heavy claw feet, \$65.00
\$100.00 mahogany library table, fitted with leather top, heavy claw feet, \$68.00
\$12.00 quarter-sawn golden oak library table, \$9.60
\$15.00 quarter-sawn golden oak oval top library table, \$11.20
\$20.00 quarter-sawn golden oak oval top library table, \$18.00
\$30.00 quarter-sawn golden oak oval top library table, \$28.00

Parlor Tables All parlor tables in this great November Special Sale, \$5 parlor table, 24-inch square top with carved rim, French shape legs, full quarter-sawn, highly polished golden finish—Special 2.85

- \$14.00 mahogany library table—November sale price \$11.20
\$25.00 mahogany library table—November sale price \$19.60
\$40.00 mahogany library table, fitted with leather top, heavy claw feet, \$36.00

THE BAND WAGON OF CHARITY

People Jump Into It to Draw Attention to Themselves.

BEAT THE DRUM AND GIVE MIGHTY LITTLE

Cheerful and Unostentatious Giving Contrasted with the Self-Advertised Variety—Yankee's Hark-Off.

It would be interesting, were it possible, writes James L. Ford in the Saturday Evening Post, to trace every dollar that is given during the year under the name of charity and see how many of them accomplish a full 10 cents' worth of real good in the work of relieving poverty and suffering. Could this be done accurately and truthfully the result would be pitifully discouraging to those who are in the habit of giving generously from sheer love of human kind. And could the real spirit that animates some of these gifts be shown, human nature would suffer materially in the popular estimation.

It is impossible to make these estimates with anything like accuracy, because not one of us is competent to judge human motive, and besides, there is, even in an age that is generally called selfish, a constant and undreamt-of outpouring of that genuine charity that falls like the gentle dew of heaven upon the just as well as on the unjust, and is offered by the right hand without knowledge of the left. In sums that vary from the anonymous \$100.00 bequest to some deservingly forgotten drop or portion of the penny dropped into the cripple's hat by some unfortunate almost as poor as himself.

That is the sort of charity that is pleasant to contemplate, and yet it is sad to think how many of the dollars thus unselfishly given not only fail to benefit humanity to their full value, but actually do harm by encouraging the unworthy persons and institutions that are a constant drain on the community. I know that whenever I hear of some bogus "home" or a charitable institution whose first care is to pay the salaries of the various secretaries and treasurers, managers and superintendents who conduct it, I cannot help thinking also of the worthy and charitably inclined men and women who are conscientiously denying themselves some luxury in order that they may contribute to what they devoutly believe to be a good work. And the same feeling, in perhaps even a greater degree, comes over me when I see some hard-working, poorly-fed and clothed woman pausing on her way home after her day's toil to place the coin that she can ill afford in the hands of the self-deformed and whining mendicant who crumples the coin in his hand, and who will give the house that he lives in. One of New York's most noted and learned judges, and one, too, who has a genuine and deep knowledge of what goes on in the affairs of the town, told me once that if the truth were known, as he knew it, regarding the manner in which some of the bogus charitable institutions in New York were conducted, intelligent philanthropists would refuse to give a dollar toward any scheme of benevolence without the most thorough and painstaking investigation.

Human Vanity.

As to the relative importance of vanity, fear and hatred in prompting these offerings I find it difficult to satisfy myself. Even the meagrest man must derive some pleasure from the knowledge that he will be known to even remotest posterity, as the builder of some hospital, library or asylum on which his name will be carved in

enduring blocks of stone; and if in his last hours he can add to this knowledge a prophetic vision of the children whom he has disinherited, the wife whom he cast aside, the dear relatives with whom he has quarreled learning by the reading of the will the disposition that he has made of his hoard, it is not too much to intimate that before his death he tastes something of the joys of paradise.

There is also the charity that flows from the commercial spirit, the casting of bread on the waters in the hope that it will return before many days thickly encrusted with the unearned increment. To this class belong a great many of those undertakings by which certain newspapers seek to curry favor with advertisers and readers at a very slight expense to themselves. And in saying this I do not desire to convey the idea that all newspaper charities are carried on in a self-seeking spirit and accomplish no real good. Even the unworthy ones distribute something—clothes, food or money—that falls into the hands of those who need it, so let us not quarrel with the means which this is accomplishing, and let the newspaper proprietor any little pickings in the way of self-glorification that may accrue to him.

A Specimen Case. I will venture, however, to relate a story which is not without its value as shedding a little light on certain Park Row methods. The work of organizing a series of "Midsummer Outings for the Little Ones of the Tenements" was intrusted to a woman who shall find employment on the staff of the newspaper responsible for this apparently beneficent work, and which I will call the Morning Bird. Now, the Bird's previous excursions had been conducted in a spirit of patriotism that had given them an enviable notoriety throughout the entire tenement house district, and it was with great difficulty that this woman, experienced as she was in the beguiling art, finally induced thirty reluctant and suspicious children to follow her on board the boat belonging to the company whose general manager had consented, in payment of a quarter of a column paid, to convey them to a seaside resort. Now it transpired that the caterer who had "volunteered" to contribute the ice cream was annoyed because his parcel had not appeared that morning in the Bird in accordance with the precise terms of the bargain through which his benevolent co-operation was assured, and so, instead of furnishing the unlimited supply of ice cream that had been promised to the children, he grudgingly gave a sparse ration. When this had been divided into meager portions and distributed among the hungry and suspicious guests, a small and ragged boy, who had a numerous and devoted following of his own kind, arose in his place at the banquet board and, bringing the table with his spoon, called upon the witnesses that the Morning Bird was a fake and its proprietor a fraud. He declared, moreover, that any child in his neighborhood found guilty of attending any further picnics given by this journal would be summarily punished by himself and his friends.

"What in the world did you do to stop him?" I inquired of the woman who had organized the outing, as she reached this point in her narration. "Well, she replied serenely, 'I had to do something to keep him quiet, so I took away the ice cream from a deaf and dumb child who couldn't holler and gave it to him.'"

The Fresh Air Fund in Politics.

Infinitely better than the newspaper charities as instruments of good, but not wholly unalloyed in spirit, are the picnics and excursions organized by local politicians and described at great length in the newspapers. One of these is the enormous affair, attracting thousands of the poor women and children in the district, and

giving them a day's pleasure in some picnic grove outside the limits of the town. Of course, the real purpose of these excursions is to increase the fame and maintain the popularity of the politicians who give them, but as the women and children really are the pained, we need not look too closely into the mouth of the gift horse. Moreover, they are conducted in such a way that the guests understand that they are simply accepting the hospitality of a man of local prominence who can well afford it, and that is a very different matter from accepting charity. Nor are they haunted by the fear that hideous pictures of themselves will be printed in the newspapers, with captions calling attention to their poverty or to the paltry amount of the money they receive, as in the case of certain sensational journalistic charities.

And it is largely because of this difference in the mode of giving that friendly hospitality, in the guise of the political picnic, draws thousands of the worthy poor whose chief desire is to have a good time, while the newspaper charity that seeks to flaunt itself at the expense of the bitterness of the bread of charity. If they could go to their prying and unfeeling children many a practical lesson in charity. These are the philanthropists who are always talking about what they have given and, all unknowingly, teaching us the true meaning of the saying about the bitterness of the bread of charity. If they could go

What Brings the New Business

"After all," said the junior partner, "the cost of advertising is a question of dollars and cents. I am almost tempted to say it is a question of dollars and sense. In fact, among production, manufacturers not nearly enough stress is laid on this point. Advertising is an old as the world. It has been done in some shape or other from the earliest times. The dead walls of Herculaneum and Pompeii are covered with advertisements of gladiatorial contests at the circus held 2,000 years ago, and while no one will dispute that Mr. Toad Hamilton, advertising in an old as the world, alone in his peculiar field as an advertiser of the Greatest Show on Earth, it is a well known fact that the press agent of the circus in the suburbs of Naples was well up on the subject of drawing crowds.

There are no records of circular letters or newspaper advertising as it is understood at the present day, until after the development of the printing art, though the personal representative, the salesman, the drummer, was well known in ancient times. The introduction of rotary presses, the typewriter and numerous labor-saving devices have compelled former non-advertisers to get into the field in other ways than the mere sending out of a drummer to solicit trade. In spite of all this the drummer is still the best way of getting business and all the other kinds of advertising are merely an aid to the drummer, just as the drummer is merely an aid to the employer; for you will readily grant that the head of the firm has less difficulty in getting the order that he wants than any one representative. The only possible objection to the drummer is the fact that it is the most expensive way of disposing of goods and that the development of our mail order houses throughout the country, particularly in Chicago, demonstrates that in some lines the drummer is too expensive.

"There are mail order houses in Chicago that sell goods in New York City, a fact almost ridiculous on the face of it, because the question of freight ought to preclude the possibility of any Chicago house selling retail quantities of collars, shirts and other articles of personal wear, goods that are retailed in New York, where the retail prices are a rule average lower than in Chicago. There is but one explanation for this anomaly. The Chicago mail order concern advertises; that is to say, they ap-

QUAINT FEATURES OF LIFE.

A comic opera singer in New York has put to shame all previous efforts in the way of advertising by suing her dressmaker for \$100 damages because a certain stage costume was cut too low in the crotch. She declares that the gown above the waist consisted largely of two gossamer shoulder straps and that the general effect was not one consistent with modesty. The dressmaker replies that the garment is a copy of one worn by a society leader of irrefragable good taste.

John Klein, a homesteader at Medicine Brook, Wis., climbed into a tree to watch for a bear. When the bear arrived Klein became so frightened that he tumbled out of the tree. His gun fell first and was discharged, his right arm being badly shattered, and Klein had to walk several miles to a railroad station.

Robert J. Wright of Rockville Center, Long Island, has instituted a peculiar suit against the Long Island railroad. His daughter was married not long ago, and Mr. Wright had arranged with the company to have a fast express train stop there to take up wedding guests. The evening was stormy and the train, being late, did not stop. Some of the guests did not believe that there was any intention to stop the train and Wright wants the company to compensate him for the humiliation of having his veracity questioned.

Miss Claudia Flint of Bethany, who is described by the Bethany (Kan.) Republican as "the charming young daughter of Sheriff Flint," is the champion ice cream soda consumer of a state whose young women are all fair consumers. A Bethany restaurateur offered a watch to the person buying the most ice cream sodas from him in the "season" ended September 20. Miss Flint won the watch by turning in 2,000 tickets, each representing a soda that she had bought. Her average consumption on this showing was fifteen sodas per day.

Miss Mamie O'Brien of 1875 North Jefferson avenue is a type of the athletic St. Louis girl who has the courage, the will and the muscle to defend her rights. When a footpad attempted her purse on Cass avenue, near Twenty-third and the train, being late, did not stop. Some of the guests did not believe that there was any intention to stop the train and Wright wants the company to compensate him for the humiliation of having his veracity questioned.

Half an hour later, while we are still smarting under the degradation of this visit, there comes to our door a little child, the daughter of a family about as poor as that my children are brought up to think of the poor. Each one of these little ones has brought a little gift, and here's a basket with some nice warm clothing and a tin coffee pot that will be just as good as new when you've got it mended, and some muffs rings that were as nicely all winter that my children have brought their little toys that are not broken beyond mending, and I make it a point never to give money because the fact that you're reduced to spend it judiciously. Now, isn't that that my children aren't you think that there are some who remember the poor in their misfortune?"

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