

THE AMERICAN WORKMAN.

His Secrets of Efficiency and Success.

America owes its amazing position in the industrial markets of the world as much to the qualities of its workmen as to the natural resources of its dominions, says the London Daily Mail.

The American mechanic by his ingenuity, inventiveness, and industry has placed himself atop of the world's workers. This lends special value to the study of American industrial life written by M. E. Levasseur, and issued in English form by Mr. Fisher Unwin under the title of "The American Workman." M. Levasseur is a French student who spent some time in the United States visiting industrial centers to learn at first hand the actual truth about the life and ways of the transatlantic toiler.

What are the secrets of the American toiler's triumph? From M. Levasseur's observations they may be described as his strenuousness, his power of initiative, his independence, and his high productive capacity. He is imbued with intense national self-confidence. "We are the first nation of the globe," said one. "Without us Europe would be groveling in the barbarism of the middle ages."

HE IS A MACHINE MAN.

The American workman is the man with the machine. For many years the steady tendency has been to introduce machinery. Nothing is done by hand that machinery can do instead, and the automatic apparatus of today is ousted by a better tomorrow. Machines count up the ledgers or record the output of other machines. The fact that a plant has been in use for a short time is thought good reason for removing it. At Minneapolis the author visited a sawmill, where the great trunks of trees were picked up out of the water as though they were match sticks, trimmed, sawn up, and automatically piled up on land. He expressed his admiration, but his guide dismissed the work as nothing. "This system is two years old," he said. "I regret that I am unable to show you one of our newer mills. They are not running tonight. They will soon have to be reconstructed."

Along with improved machinery has come an enormously increased output with less labor. M. Levasseur gives some striking instances of this. The pin trade supplies one. When Adam Smith wrote his book which forms the foundation of modern economics, he showed that with the machinery then existing one man could make \$400 a day. Today one man makes a million and a half. A pound of pins then cost a guinea for manufacture; now it costs about a shilling.

One manufacturer of machinery that formerly needed 2,145 men now does the same work with 600 workmen. Machinery dispenses with about 70 per cent of human labor in shoemaking as against the old machines, while a man with modern plant finished 300 pairs of shoes in the time would have required to finish five by hand.

AUTOMATIC PLANT EVERYWHERE.

These illustrations might be multiplied indefinitely. American factories use automatic plant to an extent which is in this country is unknown; and the men employed have to work much harder. The rate of labor is such as surprises those accustomed to slower eastern ways. In the well-organized factory there is no talking during working hours, save on business. The weak and incapable go to the wall, while the able-bodied are well rewarded. M. Levasseur might illustrate his story by the instance of a well-known watch factory. The chief there one day noticed a girl worker pausing for a minute over her machine, he recalled her fringe. He inquired and found that in the hot air of the factory fringes got out of curl, and the girls often quickly twisted them up. Thereupon he issued an edict that the women workers should come with their hair brushed straight, and what is more, he got his order obeyed.

The extra exertion is by no means always willingly given. "The manufacturers work the men like horses or slaves," one grumbled. They pay us well here, but you have to work hard," said an immigrant. Before an industrial commission one man complained that the American bricklayer was much worse off than the English, because, though he was paid more, he had to lay 600 bricks a day more.

HIGH WAGES AND LOW PRICES.

It is this fact which explains how, while paying higher wages than their rivals, the American manufacturers can undersell them. That is the real secret of the English "back country" works, according to M. Levasseur, a fourteen-hour day, earns 2s., and turns out 2wt. The Pittsburgh man works a day of ten hours and turns out a guinea, and turns out two tons and a half. But the author's figures on this point are not borne out. It is fair to say, by the official returns of either England or America.

M. Levasseur was much impressed by the orderliness and excellence of the conditions of work. The silence in the factories seemed to him specially strange. In many works he found baths and toilet rooms for the men. In one there was a locker for each man in which to keep his outdoor clothes while working, and the inserting of the key in the lock of a machine automatically registered the hour of the man's arrival. In some works men who use obscene or profane language or who quarrel and fight, are immediately discharged. Discipline is strict, defective products being charged to the laborers' cleanliness is enforced, and in many cases smoking at work is forbidden.

The author investigated with special care the every-day life of the mechanic. Statistics show that the nominal wages of the American workman are much higher than those of his competitors. But wages, after all, only represent their actual purchasing power, and M. Levasseur set himself to find if the American toiler really lives better than others.

WORKMEN WITH CARRIAGES.

He found that he does. He lives, dresses and indulges in luxuries which surprised the French critic. It is very common in the west, and not rare in the east, M. Levasseur states, for workmen to keep their own carriages. But by carriages he means, not the brougham of rich city drivers, but the little trap or buggy familiar in the country. They travel much for pleasure, and largely go in for social meetings. The prominence of religion in their lives and the amount they contribute to religious organizations somewhat surprised the writer. But, strangely enough, he fails to emphasize this important point. In social life the American workman is abstemious, and his temperance is one of the great factors in his prosperity.

The workman's wife is not overburdened with household duties. She reads a good deal, and it is not an unheard-of event for her to take lessons in French, drawing, or music. As a rule, the American workman gives his wife about \$25 a week to keep house on, and perhaps \$5, or 12s., a week more for her own personal expenses. The standard of living is high. The life of the American workman is broad, and his comforts are more numerous than those of his European rivals.

SCIENTIFIC MISCELLANY.

About sound we have much to learn. Describing some late trials of fog-horns, Lord Rayleigh stated that those having elliptical instead of circular cones best spread the sound horizontally when the long axis—which was four times the length of the shorter—was vertical. The anomaly of the silent zone, on both sides of which the sound is heard, is still a mystery. It has been thought to be due to interference between waves of sound reaching the spot direct and those reflected by the sea, but failure to remove the sound by climbing a tall mast throws doubt on the theory. One foghorn at a station may be better than several, as two or more sounds may tend to neutralize one another.

Air soundings of the last few years have given very unexpected temperature results. The upper air is colder than was supposed, the average being about 13 degrees below zero F at 20,000 feet and 35 degrees below at 25,000 feet; and the decrease of temperature falls in rate instead of becoming slower as the altitude increases. The fall of 2 degrees for each 1,000 feet in the lower strata becomes nearly twice as much at the greatest height reached.

The influence of seasons at high altitudes is surprisingly great, and at 30,000 feet the average March temperature is about 55 degrees below zero, while that of August is only 44 degrees below.

The chemical destruction of weeds is advocated by Lord Rayleigh horticulturists. One application of mineral oil and water keeps down the grass in walks for two years, sea salt kills this, and a spray of sulphate of iron is effective against injurious plants of all kinds.

Porcelain violins and mandolins, shaped exactly like the wooden ones, are claimed to have greatly improved tones. Their weight and liability to breakage are disadvantages.

Moving pictures of the electric arc have given further, a German expert, some interesting results. In the arc circuit were placed an induction coil and a microphone with a liquid interrupter to be used as desired; and a slit in front of the horizontal arc caused the image of the two carbons to fall upon the ground glass of the cinematograph. The moving photographic film recorded the steady arc as a bright, continuous band. When the

are placed the band became wavy, the liquid interrupter cut it into rectangles of varying lengths, and whistling caused hundreds of vibrations to appear. Before talking into the arc, the image was reduced by a lens to a fine point upon the film, which was moved ten feet a second. After the speech photograph was taken, the film was again passed through the camera box at the same rate, and the picture was thrown by the arc upon a sensitive selenium cell. The varying brightness of the selenium, so affecting the current passing through it that two telephones in the circuit reproduced the speech with surprising clearness.

Artificial hair has been a difficult material to make. Coconut and agave fibers have been much used for stuffing furniture and chemical treatment is claimed to make them impervious to wet, odorous, elastic, unfatigable and unbreakable. But their short length limits their use in fabrics. The success of silk from cellulose has led some manufacturers at Frankfort-on-Main to make further trials with the same substance, and they seem to have produced not only a very satisfactory imitation horsehair but a very good substitute for human hair for wigs.

Brittleness of the cellulose, the trouble-some difficulty, was overcome by spinning several threads together.

Carbolic acid as a dressing for wounds seems to be attended by risk little understood. Dr. J. G. Sheldon reports a recent amputation of the leg made necessary by spilling weak carbolic solution on the foot, and a Massachusetts physician some years ago found records of more than 100 cases of gangrene due to free use of carbolic acid much diluted for slight wounds and bruises.

In his ten years of experiment at Paris and Lille, Dr. Cabette has made his antivenomous serum an effective remedy for five hours; and it is now supplied to such countries as India, Australia and tropical South America, where the victims number tens of thousands yearly. The preparation of this antidote requires the venom of many serpents. Cobras and others are kept alive in a special hothouse and once a fortnight the doctor and an assistant extract the venom from each by holding its head in the hands and compressing the poison glands. The snake, which seldom eats in captivity, is then forcibly fed by pouring two or three raw eggs through a glass funnel into the stomach.

ach. The poison, dried for keeping, is used in solution for inoculating horses or dogs, and at the end of 16 months a horse is made capable of receiving safely a dose that would kill 500 unvaccinated horses. From such horses may then be taken every two or three weeks from six to eight quarts of blood, containing two or three quarts of active serum. The serum is bottled in single doses—about a third of an ounce.

Such quantities of shingle are being deposited by the sea at Dungeness on the English channel, that in 60 years a lighthouse has been left half a mile inland.

Bilious Colic.

If, Seever, a carpenter and builder of Kenton, Tenn., when suffering intensely from an attack of bilious colic, sent to a near by drug store for something to relieve him. The druggist sent him a bottle of Chamberlain's Colic, Cholera and Diarrhoea Remedy, three doses of which effected a permanent cure. This is the only remedy that can be depended upon in the most severe cases of colic and cholera morbus. Most druggists know this and recommend it when such a medicine is called for. For sale by all druggists.

The Gentle Breath OF Spring

Now Permeates Every Nook and Corner of This Store.

Gradually day by day for the past two months shipments of dainty, new, Imported and Domestic Spring and Summer Fabrics have been arriving until today we are prepared to display vast assortments and styles never before equalled in Salt Lake

A PERFECT TRIUMPH OF WORTHY GOODS!

See the tinge of newness and snap in every piece of Dress Goods displayed. See the attractive individuality and vim in our Wash Fabrics. See the dainty styles and becoming dash to our New Tailormade Gowns, and you needn't hold your breath when you ask the price. We have never before quoted prices so irresistibly low as we are able to quote this season.

MAGNIFICENT DISPLAY OF NEWEST DRESS FABRICS.

The choicest productions of the French, German, English, Scotch and American markets, are here displayed in great profusion. Dress Goods for this season's wear are the lightest in weight and have had in years. The variety is large and the assortment superb.

BLACK DRESS GOODS.

33-inch all wool Albatross, Nun's Veilings, Canvas Cloths, Etamines, Hairline striped Brillantes and Granite cloths, all new goods and a complete assortment to choose from at, per yard, only..... **65c**

42-and 44-inch pure all wool Granite cloths, Nun's Veilings, Twine Cloths and Wool Grenadines, an unequalled line of these new and popular Black Dress materials, special per yard, only..... **1.00**

54-inch Heavy Storm Serges, Venetian Serges, Armure Cloths and all the heavy popular suit and skirt weaves..... **1.35**

A rare display of Sole Eclairne, Mistral Etamines, Lace Striped Grenadines and other handsome silk and wool mixtures, constituting the perfection of new Spring Black Dress..... **1.50**

per yard, from..... **\$1.00 and up**

COLORED DRESS GOODS

33-inch Venetian Cloth, Canvas cloth mixtures and hosiackings, all pure wool and newest spring colorings, per yard..... **50c**

33-inch all wool Albatross, cream, black and all desirable colors, 33-inch Granite Cloths in the new pretty spring colors. Special value at, per yard..... **65c**

40-inch all wool French Batistes elegant street and evening shades, 46-inch pure wool Armure in newest shades. These fabrics are worth up to \$1.35 per yard. This week's special, only..... **\$1.00**

A new shipment of our well known Venetian serges, already shrunken and specially ready for use, 52 inches wide, come in black and all staple colorings, sold everywhere for \$1.75 per yard, our special price..... **1.35**

Skirting cloths, 54 inches wide in Oxford gray, new grays, brown, wine and navy, at per yard..... **\$1.00 and up**

HANDSOME NOVELTIES IN NEW SPRING GARMENTS.

A SPLENDID OPPORTUNITY MONDAY FOR EARLY BUYERS OF SUITS AND SKIRTS, AN EXTENSIVE SHOWING OF THE NEWEST STYLES, ALL LOW PRICED TO HURRY THE SPRING SELLING.

Taffeta and Peau de Soie Silk Dress Skirts.

A SPECIAL SALE AT \$14.00 OF HANDSOME SILK SKIRTS. A decided sensation in new embroidered striped taffeta silk dress skirt, lined with narsilk with full silk pleating at foot. This skirt has 8 rows of wide quilted satin ribbon on flaring flounce of Brussels net for..... **14.00**

Also, An exceptional value in Peau de Soie Dress Skirts lined with narsilk made with 3 accordion pleated ruffles of liberty satin on graduated flounce, edged with ribbon ruching, \$20.00 value for..... **14.00**

Also, High grade silk skirts in Taffeta, Peau de Soie, tucked and trimmed for.....

\$16.50, \$18.00, \$25.00 and \$35.00

Latest Models in Spring Suits.

A SPECIAL ADVANCE SHOWING OF FASHION'S LATEST FANCIES. NEW SPRING SUIT FOR \$12.95.

Made of mixed covert Venetian in all desirable shades, castor, grey Oxford and blue.

Double breasted Eton jacket, little skirt effect on hips, Taffeta lined, stitched yoke effect front and back, cuffs.

Skirt: Narsilk lined, graduated flounce and stitching to match jacket..... **12.95**

NEW SPRING SUIT FOR \$15.75.

Made of all wool Venetian, Black, Blue, Royal, Red and Castor. Regular double breasted Eton jacket, taffeta lining, trimmed rows of satin straps, headed on each side with 3 fleur-de-lis designs of satin straps and 3 rows of satin straps on cuffs.

Skirt: Narsilk lined, full flare, trimmed with 4 rows of satin straps all around and ornamented with 3 fleur-de-lis designs of satin straps..... **15.75**

NEW SPRING SUIT FOR \$18.00.

We are showing a new Eton Suit made up of all wool American Venetian, castor, castor, brown, navy and red.

New shawl collar, stitched and trimmed with black Taffeta, edged with piping. Jacket Taffeta silk lined, and trimmed with stitched straps of cloth and black Taffeta piping.

The skirt is in the new flare effect, with inverted pleat back, bottom trimmed with diagonal bands of Taffeta and straps of cloth edged with piping to match jacket..... **18.00**

New Silk Waists.

EVERY DAY BRINGS FORTH NEW MODES. As a special offer for this week we have placed on sale beautiful, beau de Soie waists in black and all colors, all quite new and beautifully hemstitched and cluster tucked. Regular price \$5.75 for one week they go at..... **4.45**

Another late novelty is the Gibson Waist, broad shouldered effect in black or white moire, with fitted linings, all sizes, offered as a special spring leader for this week at..... **6.95**

Our Superior Silk Stock.

THE POPULARITY OF OUR SILK DEPARTMENT AND THE GRATIFYING RESPONSE OF THE PUBLIC TO OUR PERSISTENT EFFORTS TO SELL THE BEST GRADES OF SILKS ONLY AT THE LOWEST POSSIBLE PRICES, HAS ENCOURAGED US TO PRESENT THIS SPRING THE GRANDEST COLLECTION EVER EXHIBITED IN THE HISTORY OF THIS STORE.

EVERYTHING IS STRICTLY UP TO DATE THIS SEASON AND INCLUDES THE RICHEST PRINTED FOULARDS, ALL NEW DESIGNS, PEAU DE SOIES, FRENCH TAFETAS, PRINTED WARP NOVELTIES, COLORED CREPE DU CHENE, EMBROIDERED PONGEES, THE CELEBRATED COHN'S GUARANTEED TAFETAS, PRINTED AND EMBROIDERED SILK BATISTES AND THE HANDSOMEST LINE OF SILK GRENADINES IMPORTED TO THIS COUNTRY.

ALL MARKED AT OUR SMALL MARGIN PRICES.



New Arrivals of Imported Wool Challies.

Hundreds of yards of dainty new all wool challies have been added to our already exquisite assortment, making the grandest collection of richest color combinations and rare printing effects ever displayed in these popular imported fabrics.

They come in Oriental, floral, Persian, scroll and other fancy designs, rings, dots, stripes, etc., also satin striped in either plain or tucked effects, and many other new novelty designs.

THE PRICES BEGIN AT **45c and up to 90c per yard.**

FANCY WHITE GOODS.

This is going to be an unusual white goods season. Indications point that way from the high grade white Cheviot Tailor Made Gowns, to the simple lawn frocks, and our collection of fancy white fabrics is by far the prettiest ever seen here.

Mercerized white Madras Cloth in fancy floral and striped designs, also fancy white canvas weaves a selection of 20 different patterns, all beauties per yard..... **45c**

Fancy white piques, fine warps, all refreshingly attractive designs, come in striped, dotted and lace effects, will be one of the season's popular materials, per yard only..... **45c**

Fine mercerized white poplins, a beautiful rich summer dress fabric, nothing more attractive in the entire range of white goods, per yard..... **50c**

Closing Out Brilliantine Petticoats.

We have about 75 black high luster brilliantine petticoats, lined with best quality percaleine. They come in four styles, accordion pleated flounces, fancy flounces or narrow corded and rich trimmed flounces. For one week you can get:

A \$3.00 PETTICOAT for..... **\$1.65**

A \$3.50 PETTICOAT for..... **\$1.90**

A \$4.00 PETTICOAT for..... **\$2.20**

A \$4.50 PETTICOAT for..... **\$2.75**

Spring Importation of Val. Laces and Insertions.

EXTRA SPECIAL INDUCEMENTS BY THE DOZEN ONLY. An elegant range of newest imported patterns in valenciennes laces and insertions, widths from 1 1/2 to 2 1/2 inches, regular value \$5.00, 75c, \$1.00 and \$1.75, will be offered at the exceptional price of—25c, 40c, 75c, and \$1.00 per dozen yards.

Spring Neck Boas.

Made of fine liberty silk with long flowing tubular ends, exquisite new patterns and pleatings. The regular price of this boa later in the season will be \$3.00. This week only on sale at..... **2.25**

FASHIONABLE THINGS IN NEW WASH FABRICS. ALL PRETTY AS PICTURES

ZEPHYR AND CORDED GINGHAMS, come in all new colorings, and plain colors, plaids, check and stripes, making an immense variety to select from at per yard..... **12 1/2c**

33-INCH MADRAS CLOTH an excellent waist fabric for ladies and boys, also very desirable for men's shirts, an immense assortment to choose from at per yard..... **15c**

NEW CORDED, MANCHESTER CHAMBRAYS, a new effect this season in the staple chambrays, will be highly popular for waists and summer dresses, all colors, represented and the price only per yard..... **20c**

SCOTCH ZEPHYR GINGHAMS in all sizes of checks and plaids, MERCERIZED GINGHAMS in the stripes and plain colors, nothing better than these for ladies' and children's wear per yard..... **25c**

SHEER CORDED TISSUES, the goods that will be scarce later in the season, everything desirable in colors, per yard..... **30c**

GAUZE FRENCH MUSLIN in beautiful color combinations, representing a wide range of newest printings, a rich sheer summer fabric only, per yard..... **65c**

New Line of Embroideries.

250 pieces of fine white cambric and nainsook edges and insertions, dainty new petticoat and muslin underwear trimmings, fresh, crisp, new importations, widths from 4 to 10 inches at, per yard—

7 1/2c, 10c, 15c and 20c.

GREAT CLEARANCE OF RUMPLED AND SLIGHTLY SOILED

1902 Muslin Underwear

BEING ALL THIS SEASON'S GOODS THAT SHOW MARKS OF HANDLING OR SOILED FROM BEING DISPLAYED ON OUR COUNTERS AND IN OUR WINDOWS DURING OUR GREAT SALE, TOGETHER WITH A CHOICE LOT OF MANUFACTURERS' SAMPLES, ALL OFFERED AT

CROWD-DRAWING PRICES.

A RARE AND UNEQUALLED CHANCE TO LAY IN YOUR SUMMER'S SUPPLY AHEAD UNDER PRICE. IN THIS GRAND ASSORTMENT WILL BE FOUND.

Corset Covers.

Made plain tight front, French cut, full front, valenciennes lace trimmed, French waists, embroidered full French cut with solid embroidery yokes and dainty hemstitched tucks, etc., etc.

Drawers.

of good muslin with cambric ruffles, umbrella drawers with deep embroidered ruffles also lawn ruffles trimmed with torchon lace and insertion or lawn ruffles trimmed with hemstitched tucks and embroidery, etc., etc.

Chemise.

of good quality muslin, neck finished with hemstitched lawn ruffles solid embroidery yokes, neck and arms finished with dainty Hamburg edging, skirt length chemise of fine cambric, neck and arms trimmed with 3 inch valenciennes lace and 6 inch lace and ruffle on bottom, etc. etc.

Gowns.

made with tucked mother-hubbard yoke, neck and sleeves finished with cambric ruffles, good muslin gowns, hubbard yoke, trimmed with tucks and insertion, fine cambric gowns, square neck, front and back trimmed with dainty hemstitched tucks and wash ribbons and many other pretty styles.

Petticoats.

with 6-inch umbrella flounce trimmed with embroidery and hemstitching some with 18-inch umbrella ruffles and 2 clusters of dainty hemstitched tucks or 12-inch umbrella flounce with cluster of 6 tucks and pretty Hamburg embroidery. Fine cambric skirts with deep lawn umbrella ruffles and cluster of 6 tucks with valenciennes lace insertion and edging.

Corset Covers, value 20c and 25c, go in this sale at only..... **12**

Drawers, Corset Covers Chemise, value 35c to 50c go for..... **.23**

Gowns that sold for 65c go for..... **.43**

Chemise, Corset Covers and Drawers, the regular 65c to 85c values, will be cleared out at..... **.48**

Gowns that were 85c, in this sale for..... **.59**

Petticoats, Gowns and Drawers, that \$1.00 kind, at..... **.68**

Petticoats that were \$1.50, now..... **.98**

Chemise and Gowns, values from \$2.25 to 1.50 \$3.00, for..... **1.50**

Petticoats worth \$2.75 for only..... **1.89**