## Lake's Stores. As a Woman Sees Them

what strikes you first in the Sait all over the buyers of the various houses all over the country? Twice a year this takes place, in January and July.

Golden oak in dull finish is one of the latest woods for furniture, it is Lake store is the air of cleanliness, ngy, dirty, dark, unornamented, unventilated place of business has had its day in this city, and is fast passing along with the untidy, ill-dressed and customers usually found in the store as an educator is fast g to the front. It has its houseto the front. It has its house-g time, its holiday and every-ess, and is fast setting the pace astness of the large department

vastness of the large department. Here is a field all unexplored average layman. It the large stores you hear the story, "Yes, business has been a past two weeks, but this is the eason; for the time of year, business never been so good. Our are all east now, and when the

s are all east now, and when the sof their work are seen, when st installments of new goods becarive, which will be in about eeks, the public will be surprised elighted. The cotton, and wooldlike are behind with their orders, to the scarcity of labor, but the rs of the goods keep fairly up to the lark as help is more plentiful in the soft the goods.

mark as help is more plentiful in line."

men, silk, cotton and wool have one up, linen 15 to 20 per cent and rising, cotton 12½ per cent; it costs ents now for a box of spool cotton ce it was 40 cents two months ago, scarcity in silk gloves which was so sorely last summer by the femple of the community, was ted this year by the backward seagiving the manufacturers a ce to catch up on their orders. The silk shades in browns, greens, old and porcelain blue are so pretty, chiffon taffetas, silk panamas, a by the woman who is up to date, dembroidery, applique, and hand a lace, called "Irish," are all popand used on the newst costumes, et, everything must be "hand," whether in lingerie or in outer. The three piece costume will the thing this fall and winter. The per" effect is used in some of the iest party dresses. prettiest party dresses.

#### HERE'S A BARGAIN.

Did you know you could buy a real cener piece.24-24 inches, for \$1.69, or a piece of Brazilian point, for \$2.50? The drawn ork is really "hand made." owing to work is really "hand made, owing to the cheapness of labor in some locali-ties. Linen is going up though, and dealers predict a "white season," too, next year, so it behooves the saving ones to purchase their supply for dress

purposes now.

Woolen blankets have gone up 10 per cent; that chilling fact along with the coal scarcity will cast gloom over the mind of the housewife the com-

#### ing winter. NO REGISTERS.

Down the line is a store where there are no registers, and the young lady clerks are correspondingly on their mettle. "Yes, we girls wouldn't be late for anything; we are on our honor here and wish to show we can be trusted. I wouldn't work in a store where there were registers," said one of the obliging girls behind the counter. This large department store seems to succeed fairly well by trusting its employes to come on time without registering; while an equally successful one a few blocks down has used registers several years and could not do without them.

nsed registers several years and could not do without them.

"Yes, we open at 3:30 now," said he floor walker, "and that ought to given an employe living a distance away time to get here in the morning; the register tells if he doese it; if he loesn't, his pay is docked." And so it "you pays your money and you your choice" in the matter of

#### MEN'S FURNISHINGS.

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Nothing very interesting here you say? Why, just ponder the fact once that the poor masculine man with chest 50 inches in circumference and only 36 inches long, can be fitted without going to the expense of hiring a tailor and waiting several weeks on the same. These "hard to fit" men are no longer hard to fit, as suits are made in three styles, respectively, "long stouts," "medium stouts" and "short stouts." The gentleman whose proportions have been described would come in the last class.

Then there are many interesting

Then there are many interesting things connected with men's hats, how the fur of the Belgian hair is used in making fine felt ones, and how a poor man onlyl five feet in height, and bald will sometimes wear a 7% hat. Some men love novelties in hats and wearmen love novelties in hats and westing apparel and are as particular to have the "latest" as any woman. But they are the exception, thank goodness, and Salt Lake is not afflicted with numerous Beau Brummels.

## IN A MUSIC STORE.

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"Here is a fascinating place, you say as you seat yourself in the cool and cosy office of the business manager at the back of the store. Here you hear the same story of the big increase of business over last year. "Yes, we claim to be the oldest music firm in Sait Lake (they all do)—our piano business is immense—we expect to sell over a thousand this year. The demand for a better class of popular sheet music is increasing, also.

"Phonographs? The demand is increasing right along, the \$40 instrument being the greatest favorite. We take orders from Montana, Colorado, Idaho, Nevada and Arizona. We sell 250 to 300 plates of popular music to half a dozen of the classical.

"Let me tell you a secret. You won't tell? I knew you wouldn't. Did you ever hear of the Welte Mignon? Fancy hearing Paderewski, Leschetitzki, Pachmann, Hoffman, Grieg and other famous composers and musicians play in their very best style by just turning a crank and inserting a sheet of perforated paper. Wonderful, isn't it!"

And this incomparable tone reproducer is a very ordinary-looking affair resembling somewhat an old fashione!

And this incomparable tone reproducer is a very ordinary-looking affair resembling somewhat an old fashioned folding bed. It is only \$1.500 but you don't care to buy one today-your neighbor's \$40 phonograph can be heard quite comfortably from your front porch.

In this store you are waited upon by a young lady with a voice that has been cultivated by a famous New York tenor and whose playing and singing make you forget all about Hoffman and Sembrich.

## THE FURNITURE STORE.

THE FURNITURE STORE.

Here is another fascinating place.
Dear, what a delicious view you got
of your tout ensemble as you whisked
past that long pier glass beside the
door. Why, here's another in that
tanglish oak buffet, and one in that
maiogany princess dresser that are
lavely; what a time you would have
if you could work here! Mirrors to
the right of you, mirrors to the left of
you, mirrors behind you; this, is the
bleest place of all. A weathered oak
dining table? Our stock is low in
weathered oak, the English is used
more now.

Fes, furniture is high, fifty per cent higher than it was five years ago. But then it is better, not so much ginger-bread is used and more attention paid to material and construction. Compare the old-fashioned, bedizened walnut sideboard of twenty-five years ago with the plain, substantial buffet of today, and who would go back to the good old times and the dusting of that satiquated lodging-place of germs and dirt?

Did you know that representatives with their samples, from every furniture factory in the United States, are now gathered at Grand Rapids and Chicago in large exposition buildings used for the purpose to take orders

the latest woods for furniture, it is finer, shows the grain better, and doesn't show scratches. Birdseye maple? The peculiar spots in this wood are not made by the birds, the magazines to the contrary, notwithstanding; it is simply a freak of nature—perhaps 100 trees will have to be cut down before the first birdseye log is found.

Circassian or burl walnut is coming into favor again; it and mahogany are used most for the expensive pieces. A finish called the "early English" is rapidly coming into use. People are tiring of the shiny things that scratch so easily.

tiring of the shiny things that scratch so easily.

"Let me tell you something. I have sold furniture in nearly every town of any size in the United States, and there is not a city the size of Salt Lake in which so much high-grade furniture is sold." "A thing of beauty is a joy forever," and a piece of furniture, if made on correct lines like the old Colonial, Chippendale or Heppelworth, will always be pleasing to the eye. The so-called "Mission Style" is not a style at all. The old mission fathers usually ate, slept or sat upon any cld table, bed or chair they could get hold of, so the "style," as it is called, is a purely American invention called, is a purely American invention culled from the brain of some fertile-minded Yankee.

#### CUTE MILLINERY.

More complaints have been heard this year in regard to prices in the millinery section from the female por-tion of the community than ever be-fore. Of course, the advances in cotfore. Of course, the advances in cotton, linen, silk and wool affect this industry as well as others. But you must have something as good as Mrs. So-and-So, and you do. It looks charming on you. That plume is just the shade of your eyes, and though the hat is high, you must have it. "The almost poor people buy as expensive hats as the rich," sighed one conscientious milliner. "I don't see how they do it, but they do." Think of a girl spending a whole month's wages on a hat! White has been worn so much this season and requires so much care and cleaning. It comes expensive. It costs \$2.50 to clean three large plumes, and the feathers themlarge plumes, and the feathers them-selves are higher than last year. But everybody wears white, so white it is. And the milliner is growing richer every day,

#### SHOES-THE PROBLEM.

What causes bad dreams to come to the tired brain of the weary mothers? Thoughts of shoes. "Yes, shoes have gone up." You have heard that for the last five years until you think that they have gone so high they are forever havend your reach. But you that they have gone so high they are forever beyond your reach. But you must have the best. The cheap ones are too expensive. A pair costing \$2.50 will wear longer than three pairs bought consecutively at \$1.25 per pair. The cheaper pair will look shabby in two weeks and be worn out in four, while the \$2.50 pair will look fairly well and prehaps hear rescaling at

while the \$2.50 pair will look fairly well and perhaps bear re-soling at the end of three months.

There is a great outside trade in shoes, all the surrounding states sending here for this necessity. It is impossible to get fitted in the smaller towns if your foot is very narrow. The catalogue trade in this line is a large one.

The causingue trade in this line is a large one.
Fancy people in New York sending here for shoes! They do, though. This particular dealer knows the size and peopliarities of your fact and recombinations. particular dealer knows the size and peculiarities of your feet and sends you just what you want without your having to hunt the whole city of New York over for it. You might as well try to find ice in the desert of Sahara as to expect to get fitted in some of the mining towns not a hundred miles from Salt Lake. The trade is increasing if the aricle is advancing in price and the public is being educated, slowly but surely, to buy the best.

## IN A CAFE.

After a hard morning's shopping the mind of the average woman lightly turns to thoughs of—"lunch." Here is just the place. The long low room fitted up with artistic furniture of weathered oak with beams of the same wood above-the very atmos-

weathered oak with beams of the same wood above—the very atmosphere makes appetite. You have hard work to find a table, between the hours of 12 and 2. The business in this as in other lines is increasing every day, more help is required and the help question is as great a problem in this as in other businesses. The girls get as good wages as the unskilled clerk and their board, also; but anything that smacks of domestic service is at a discount in the mind of the average maid.

Did you know that you can get a meal in Salt Lake—if you are not over-fastidious—for 15 cents? You have your choice of soup, four kinds of meats, four kinds of beverages, bread and butter and either pie plant or prunes for desert. Not so bad when provisions are going up every day. The cafe that gives you all this for your dime and five enjoys a large trade from the transient and single workingmen and the people from the country. True, you can pay \$2.50 for a beefsteak and a cup of coffee if you wish—the place to get that is not a block away from the cheap "joint." Then you can go down on Fourth South and get a nice lunch for 2s cents with the privilege of using the "rest room" afterward. This is a room fitted up with couches and easy chairs where the tired typewriter may take the kink out of her back after a hard morning's pound. Many women and girls go there.

HOLIDAY SEASON.

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The clerks in every large store, about this time of year, are looking forward to a vacation. A week or two weeks is usually taken; in some instances at the expense of the store, in others not. A regular "field day" is kept in some, and all large institutions take a day off at some resort once in a year.

Some are giving half holidays on Wednesdays, some on Saturdays, all of which is appreciated by the help, and makes for better service. Time given to recreation is not thrown away as hirers of large numbers of people have found out. The tendency of the times is to be happy and employes as well as employers are all making double-quick time toward that end. The Salt Lake stores, large and small, are doing all they can to make the public happy. The public will now make its best bow and acknowledge it.

## A GOOD REMEDY

For a bad stomach is Hostetter's Stomach Bitters and one bottle will convince you beyond all doubt that this is true. It is an absolutely pure medicine and has a reputaion of 54 years standing.

#### HOSTETTERS' STOMACH BITTERS

is therefore the friend of every man or woman suffering from Poor Appetite, Sick Headache, Insomnia, Liver Trou-bles, Indigestion, Dyspepsia, Cramps, Diarrhoea or Malaria.

## ROBINSON'S PATENT BARLEY

THE ONLY INFANT FOOD. All Grocers and Druggists.

# ADOUBLE COMBINATION





A store to sell cheap must buy cheap. A store to buy cheap must be willing to buy UNLIMITED quanities of shoes at the RIGHT PRICE. A store to sell cheap must figure for it's regular stock direct with big factories many months in advance. Have it's goods made up in inmense quantities becouse manu-



facturers are anxious to keep help and make up goods for less than when they are busy. Now WE DO these things and you can reason it out for yourself that WE ARE THE SHOE PEOPLE THAT CAN SAVE YOU MONEY. JUST NOW WE HAVE THIS DOUBLE COMBINATION OF VALUES GIVING YOU THE BENIFIT OF TWO MONSTROUS SHOE STOCKS IN ONE, IN THE GREATEST MONEY SAVING SHOE EVENT EVER CHRONICLED IN SALT LAKE.

DONGOLA KID SHOES, Patent Tip, Lace or Blucher Styles complete lines 85c values

Boys' Best Canvas Shoes and oxfords up to \$1.75 values. Sizes to 5 1-2.

8 STYLES MISSES OX-FORDS and Strap Sandals. Up to \$2.00 values.

\$1.45

BOYS' Oxfords, All Solid Dongola Kid uppers. regular \$1.50 Values, Sizes to 13.

\$1.15

CHILDS' WHITE CAN-VAS oxfords \$1.00 values. Sizes 6 to 8.

50c

CHILDRENS' SOLID Shoes Sizes 6 to 8. \$1.00 Values complete lines.

Ladies' Dongola Kid oxfords. Complete lines. Regular \$1.50 Values.

95c

# YOUR CHOICE LADIES'

White and colored canvas Oxfords, hand turn and welted soles. Best grades up to \$3.50 values. Complete lines. All sizes. Never before such bargains as this.

# **OVER 50 STYLES** LADIES OXFORDS

Hand turn and welt soles. Patent leather, Demi-Glaze, Gun Metal and best grade Vice Kid uppers. A style here for every taste and a shape for every foot \$3.50, \$4.00 and \$5.00 grades. All complete lines

\$2.85

# 25 STYLES MENS \$3.50 & \$4.00 OXFORDS

Toe shapes to fit the most fastidious. Made of the best Materials in Gun Metal, Vici Kid and Patent Colt Skin Uppers. Hand Welted Soles, complete lines, all sizes.

\$2.85

LADIES' PATENT LEATHER, and Vici Kid oxfords. Light, and heavy soles. Complete lines, \$2.50, \$3.00 and \$3.50. values, all

Men's Kid oxfords in black or chocolate color up to \$2.50

Boys' Gynasium oxfords, sizes 1 and 2. 65c values.

25c

and strap Sandals, Neat nobby styles for dress or street wear. Up to \$2.00 values

INFANTS' AND CHILDS' SLIPPERS in many styles, up to \$1.00 values

MEN'S BEST GRADE-CANVAS SHOES AND OXFORDS. \$2.50 Values, Complete lines. Many styles.

MENS' CANVAS SHOES AND OXFORDS. Complete lines. All sizes regular \$2.50

HIRSCHMANS'

The Shoe People 106 Main St.