

Unfortunate Rich People Held Up in Households

HOUSEHOLD graft and waste are costing the millionaire and the unfortunate near-tycoon in New York millions of dollars each year, says the New York Tribune. In single houses where the bills run more than a month the pickings of servants and tradespeople run into many thousands a year. "Commissions" in the cry, and "my lady's maid" expects her percentage for favoring the lady-dresser, the butler demands his under-stander with florist and wine merchant, the chef favors the supplies of those who favor him, the groomsmen know something about harness dealers, and the chauffeur is friendly in a quiet way with repair shop and automobile accessories firms, and the more that is used up the larger the bills, and this

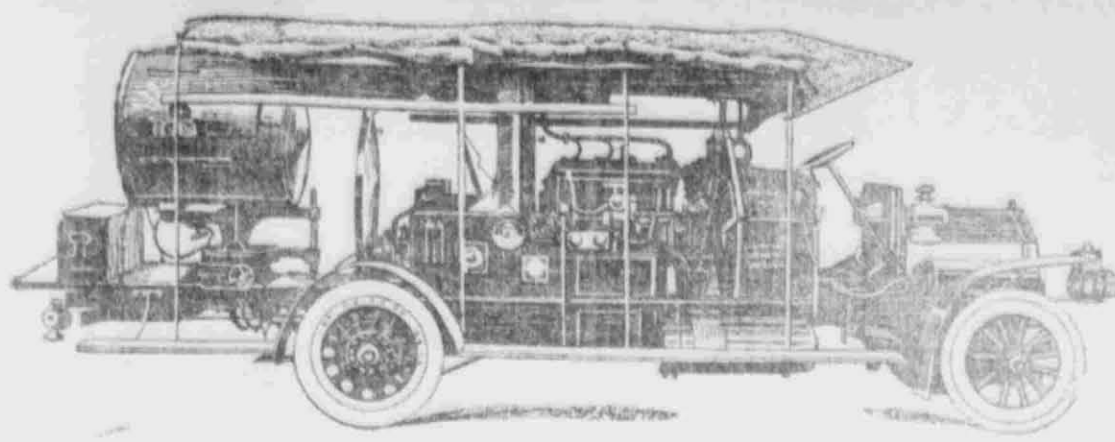
larger the bills the greater the commissions. As an instance of how this system works may be cited the case of a chauffeur who needed \$10 at once. He had just had a profitable and elaborate repair job, so that another accident would not do. He calmly went to a supply house and ordered enough tires and took four \$10 bills and went his way rejoicing. He also works the other way. Suppose the florist does not "see" the grasping butler. His flowers are sure to wither before dinner is over. Or wines fail to please if the vintner be remiss. And it is even a question whether special milk at 5 cents a quart may not sour unless there be an overflow of golden cream for some one. These leaks in home expenditures

have long been known to exist, but were generally regarded as petty and unavoidable. One day, however, an expert accountant who had been employed by a manufacturer to detect waste in a branch which did about \$15,000 of business a year, suggested that there was probably more undetected waste in the owner's house than in his whole business. The manufacturer told the accountant to go ahead on the household end. At the end of a fortnight the expert showed that he was losing in his city home alone, through bad business systems such as no hotel would use, between \$1000 and \$1500 a year. Since then it has developed that the same condition prevails in many homes. And when the domestic establishments had branches in Newport, country estates, hunting preserves, and possibly a foreign chateau and a yacht or two, it at once takes on the proportion of a great business, and unless modern business systems are used of four in its purchases, uses and disposal of material vast opportunities for success are lost.

As a result of these conditions there has come from the rich a demand for a new class of experts—household accountants. And as these experts have to be associated generally with the rich man's wife, and also have to have a natural aptitude for domestic details, women are preferred, though there are many cases where men who are masters of business systems get large salaries to run the household side of a \$250,000 a year household on the same principles that they have supervised some great manufacturing or purchasing plant. To do this work successfully, however, it is not enough that the applicant possess some ability as a book-keeper and shrewdness as a household economist. The domestic activity must be able to devise systems which will detect loss in any of the many operations of the home, just as in the buying, receiving, manufacturing, selling, packing or shipping department of a shoe or flour factory or department store. Payrolls, orders, bills, payments—all must come under the list of a business system, and it will be a poor domestic activity who does not save double or triple the large salary paid.

In order to fit themselves for these places as executive secretaries in a business system, or for the similar positions of scientific managers or chief secretaries for those who wish to give largely, but always wisely, money to a special study of higher accountancy and business methods. Many others and that for women of business and ability the same knowledge brings

A MILITARY SEARCHLIGHT ON AN AUTOMOBILE.



The automobile searchlight shown herewith is one of the recent additions to the equipment of the British army. It is mounted on very thick pneumatic tires and can be driven over very rough roads and plowed fields at a speed of twelve miles an hour. The light has a power of 4,000 candles and can be seen a distance of nearly four miles. It requires four men to work the machine.

then, large returns in the business world as expert accountants or household managers. Other women had

that this knowledge is very useful in keeping track of their own estates and in guiding them in making invest-

ments, and continue with the study of accountancy courses in business, law, and astronomy.

BEAUTIFUL DISPLAY OF STREET FROCKS, DRESS SKIRTS, WAISTS & FURS

The article of dress that is most important in women's minds today is the coming winter's STREET GOWN. Never before in our history have we had such an extensive or well assorted display of handsome suits and fine furs. The reasonable prices will surprise you. Every late style is represented. Each day adds something startlingly new and novel to this wondrous collection. We have an almost unlimited range of models for selection, long, short, close fitting, half fitting, etc.



What is perhaps an open secret to every woman by this time is the fact that fitting the garment you have selected is indeed an important feature. There again we are strong, when suits leave our shop they have an air, a fit and a finish to them that show plainly they are a Cohn garment. The price range on our ready-to-wear models begins at \$14.50, \$18.50, \$25.00, \$32.50 and runs as high as taste for the elaborate leads.



A Choice Collection of Fine COAT SUITS

\$22.50 and \$29.50
Stylishly tailored new autumn coats, long and short, tight and half tight fitting style. New York's latest models in the most wanted shades. The styles, in accordance with Fashion's command, are somewhat plain, but every garment has a tone and exclusiveness that distinctly proclaims itself. Fancy pleated skirts, high class garments, moderately priced.

HIGH GRADE TAILORED SUITS

\$32.50 and \$42.50
Of plain or fancy suiting cloth; tweeds, chevrons, English and Scotch mixtures, checks, plaids and stripes of every worthy Autumn shade. Prince, Chap coats, 29 to 36 inch lengths, tight fitting coats, blouse and 3/4 lengths. A style and color for every taste at these prices.

Extensive Display of NEW DRESS SKIRTS!



Some of the latest productions are shown here, some with the new hank back. The new gored flare and fluted ruffle gored and folds. The stunning imported worsteds in stripes and other checks are coming fast. The assortments of silks and velvets are complete. Skirt prices range \$5.95, \$6.75, \$8.50, \$10, \$12.50 to \$25.00.

ONE LEADER
TAFFETA DRESS SKIRT
\$11.95
New pleated models with wide self bands finely tailored, extra quality taffeta, great value. See them.

SILK WAISTS at \$4.95

The very newest models shown this season in black, brown, navy, garnet, green, pink, light blue and many novelty plaids. Some are strictly tailored; some are trimmed with braid, velvet and stitched tucks and straps, others have lace yoke effects. Long and short sleeves. Open front and back styles, while they last this week for this sale they go at.....

\$4.95
LADIES' AND MISSES' TOURIST COATS \$7.95
Made of pretty checks and plaids collarless or with velvet collar and cuffs, finished with soutache and diamond braid. All sizes. Come early for the best choice.

FINE FURS

Notwithstanding our being so busy in our Ready-to-wear Garment section, we have not for a moment overlooked PREPARATIONS ON FURS.

Length of scarf, size of muff and quoted price mean nothing.

YOU MUST SEE the GOODS THEMSELVES

Our EXPERT FURRIER (of 25 years' experience) will always deem it a pleasure to guide your ideas into the right path by an honest expression of that which is right and best. Our stock of Furs embraces all the novelties in scarves, ties and neck pieces and new shape muffs. Handsome mink, Kolinsky Sable, Black Lynx, Persian Lamb, Fox in Sable and Isabella shades, Mouton, Thibet, Coney and all other furs.

Large stock of fur jackets in electric seal, brown French Coney, Blended Siberian Squirrel, also German River Mink. A style and size for every taste, extra values. A piece to accommodate every person.

Children's Furs in all kinds at \$1.25, \$1.45, \$1.75, \$2.00 and up to \$10.00 for two pieces (neck scarf and muff).

One Special Leader in Scarf for \$3.50

Black and brown Coney throw scarves, 58 inches long, extra quality of fur, lined with good satin, Sale price only.....

One Special Leader in Muff for \$7.50

Handsome Fox Muff, Isabella shade, with animal head and jaws, large size pillow style, very special only.....

BE PREPARED FOR WINTER. A DEPOSIT WILL HOLD ALL FURS UNTIL NEEDED.



NEW NECKWEAR.
Full assortment of the new embroidered shirt linen collars, all sizes.
25c and up
Handsome lace necks, richly trimmed, great variety.
35c
Elegant novelties in chiffon and lace stock collars, trimmed in the most attractive bird effects, very handsome styles, regular.
65c
Very latest Parisian Jabot novelties in great variety, made of laces, chiffons, nets and tulle, very elaborate necks—\$1.25 and up
New Lace Coat sets in Venetian and Italian style, Cockerel lace, collar and cuffs, very much in demand this season, special.
98c



SACRIFICE SALE Of Our Admirable Stock of AUTUMN SILKS

A SHOWING OF SILKS THAT IS COMPLETE IN EVERY DETAIL AND ONE THAT HAS NEVER BEEN EXCELLED IN SAULT LAKE. SPECIAL ATTENTION IS CALLED TO THE FASCINATING PLaid SILKS, SO EXTREMELY FASHIONABLE AND SCARCE. YOU'RE SURE TO FIND JUST THE SILKS YOU WANT HERE, NO MATTER WHAT YOUR NEEDS MAY BE AND YOU WILL FIND ALL THE PRICES REDUCED FOR THIS SALE.

New Fall Novelty Silk Plaids.

In every new and imaginable combination. Plaids are now more stylish than ever before for waists, dresses, trimmings, etc. Hundreds of novelties, plain, tartan, satin lined stripes and multi-colored light and dark effects that never grow monotonous. In taffeta and Louisa weaves, 20 inches wide.

\$1.50 grades	\$1.19	\$1.75 grades	\$1.45	\$2.25 and \$2.50 grades	\$1.98
20-inch Satin Messaline in all plain dark colors, suitable for full gowns					98c
and separate waists, \$1.25 values for					
36-inch Drapery Silks in new copyrighted colors, for Kimonos, Sacques, draperies, etc., etc., per yard					65c
36-inch Satin Lining, excellent wearing quality in grey, brown, garnet, navy and black, the quality that retails everywhere at \$1.25, here this week, per yard					\$1.00
19-inch Black Taffeta Silk, colored selvedge, regular					53c
35c grades, for					
27-inch Black Silk Taffeta, heavy, guaranteed quality, Fastest dye					\$1.15
finest, regular \$1.65 grade for					\$1.39
38-inch Black Taffeta Silks, special dress finish or Chiffon weight, regular \$1.75 grade for					

SPECIAL FOR MONDAY ONLY! A TRULY REMARKABLE VALUE FOR ONE DAY ONLY IN FANCY SILKS

\$1.25 and \$1.50 FANCY SILKS—
The handsomest range of colorings and patterns in new, fancy silks, for full waists or gowns, this is a special offering in order to effect a complete clean-up and the price is less than the cost of production.
There are hundreds of styles to choose from, but the lengths are small just enough for a dress or a couple of waists in each piece, hence the remarkable bargain opportunity.
DON'T MISS IT. COME EARLY MONDAY.

SPECIAL VALUES IN OUR CELEBRATED DOMESTIC DEPT. BEDDING SPECIALS

24 lb. Feather Pillows, covered with good plain striped ticking	69c
24 lb. Feather Pillows, covered with colored ticking, each	\$1.00
24 lb. Pillows, covered with fancy art ticking, pretty floral patterns, each	\$1.50
24 lb. Down Pillows, covered with striped linen ticking, each	\$2.00
Linen finish Hemmed sheet full bed, size	69c
Very good quality Hemmed sheets, size	85c
48x36 soft finished Muslin Pillow Cases, heavy	15c
48x36 Hemmed Pillow Cases, fine quality	25c
muslin, each	22c
48x36 and 48x36 Hemstitched Cases, extra good quality, great values at	22c
Full size silkstone covered Comforts, one side or both sides figured, light, medium and dark colors, quilted pattern, worth \$3.00 and \$3.25 each, choice this week	\$2.39

Whatever Your Dress Goods Needs May Be, Come Here and Save Money!

AMONG THE HUNDREDS OF PIECES WE SHOW, YOUR WANTS WILL SURELY BE FOUND. NEW FALL WOOLENS GALORE, ALL THE POPULAR STAPLE WEAVES IN FULL ASSORTMENTS, THE LARGEST AND MOST COMPLETE POPULAR DRESS GOODS STOCK IN THIS CITY IS OURS AND ALSO THE CHEAPEST. COMPARISON TELLS THE STORY.

Regular \$1.00 grade of Rich Tartan Plaids in all the bright and medium color combinations for Ladies' waists and children's dresses this week per yard.....

Finest French Broadcloth, permanent rich finish, 34 inches wide, in a complete variety of desirable Fall shades including black, exquisite for tailored garments, regular \$1.00 quality, special, yard.....

Rolling Mixtures, full and complete assortments of many desirable lines of all wool suitings in checks, stripes and English mixtures, 28 inches wide, special for this week, per yard.....

44 inch plaids in Broadcloth or Fandora, exquisite range of Autumn colorings for suits and skirts, regular \$1.00 values, for.....

Worsted Serges, all wool and 44 inches wide and washable, come in navy, garnet, black, brown, green, etc., exceptionally desirable and durable fabrics, specially priced at, per yard.....

Imported London Tailor Suitings in stripes, checks and plaids, on Panamas, Serges, Haverstrungs, etc., 44 to 48 inches wide, special, per yard.....

FINE LEATHER GOODS.



The variety of durable, well made leather wraps, bags, new double strap handbags and inside purses. Excellent.

Rich Goat Seal and Walrus pressed leather bags, full leather lined with luscious pure, new patented looks, a high class wardrobe.....

Full leather lined seal and seal wrist bags, also in fancy colored (upturned) leather, durable and well made throughout, covered straps and best plated mountings.....

Horn back Alligator wrist bags, (as shown, full and extremely new idea, for hand bags, full leather lined with inside pure to match and covered frames.....

from.....

\$5.00 up

PRETTY BELTS.



Great profusion of shagreened elastic belts, beautiful buckles and buck 50c up to \$5.00

Patented Buck Belts in all the best colors, plain or pleated effects, regular \$1.25 and \$1.50 here for this week.....

98c