

LABOR IS ALL RIGHT.

What the Masters of Mammon Have to Say on the Industrial Situation.

WAGES DECLARED AWAY UP

This is a Splendid Time to be Born, If You Don't Inherit Wealth.

BAD FOR SILVER SPOON BABES.

Teller the Only One Who Admits There Is Anything Wrong.

THE TOLLERS WILL STAMP OUT ANARCHY

SPECIAL TELEGRAM TO THE DISPATCH. WASHINGTON, August 16.—The great railroad strike brings again to the front the mighty questions of capital and labor.

Where do the rights of the laboring man begin and where do those of the capitalist end?

What is the cause of strikes and do they tend to the good of the workman?

What is the future of monopolies? Are we to have a socialistic revolution and what should be done with the socialists and anarchists?

How does the condition of the laboring man today compare with that of the past, and what are the effects of trade unions?

I have for some time past put the above questions to some of the richest men of the United States, have carefully written out their replies, and I now present them in this article for the first time to the public.

The most of these interviews have been revised by the men interviewed. The most of them are the utterances of men who have gone through all the gradations of labor and capital—men who have now large employments and who, without exception, started at the foot of the financial ladder and have worked their way unaided to the top.

They are practical men with practical views, and their opinions are the result of experience in the fields of capital and labor.

They say without exception that the chances for the laboring man today are as good as they were at the beginning of their careers, and not a few of them have told me correspondingly that they would like to be again poor and to commence now with the increased chances of modern times and make a second strike for fortune.

They do not believe that the rich are growing richer and the poor are growing poorer, and they think that the laboring man will be better off a generation from now than he is today, and that American labor will be far more to come the best paid labor in the world.

FRANK G. CARPENTER.

STANFORD'S BRIGHT PICTURE

Labor's Chances Good as Ever and No Danger From Anarchy or Monopoly.

Senator Leland Stanford went to California worth less than one thousand dollars. He is now worth one hundred million dollars.

He is interested in nearly every large enterprise on the Pacific slope, and he has carried the partnership been one of the largest employers of the country. Said he:

"The uneasiness which exists among the laboring men of the United States is a good sign. Our laboring classes appreciate that their condition might be bettered, and out of this good cannot fail to come. The condition of the laboring men of America improves from year to year, and they are today by no means badly off. There is no honest laboring man who cannot have the comforts of life in America, and there are few who have not the physical comforts of the rich."

"The American who works by the day, physically as well as the Emperor of Russia, and the Kaiser of Germany sleep upon a harder bed than many of our laborers. I dare say that the laborer is better off than his meals taste sweeter to him. He need not go hungry, and his wages will provide him with the warmest clothes in winter. If he is industrious and provident he can have a good roof over his head, and he can have luxuries that the Kings of three generations ago had not. There will, however, always be a few in conditions, and if you were to cover the streets of New York with \$20 gold pieces in the morning, some of the men who gathered around would beg for a night's lodging 12 hours later."

WHY HE HIRED INDIANS.

"The laboring man of California," Senator Stanford went on, "is better off than any laborer of the present or past in the history of the world. Food is plentiful, and every variety of it is cheap. The laborer about Los Angeles gets \$5 a day, and fruit rotted on the ground last summer for want of men to pick it up. I had to add 100 cents to my force of grape-pickers because I could not get that number of white laborers, and there is always work enough and to spare."

"Compare this condition with those of other countries. The laboring man in the banks of the Nile gets no money at all, and he merely receives a small portion of the produce for working all day long. He lives upon the cheapest and meanest of food, and vegetables are so scarce that he commences to eat his radish at the little end in order that it may last the longer. Laborers in India get 3 cents a day, and the American laborer could not live on the food of the East Indian east."

Modern invention has increased the luxuries of the laboring man. It has reduced his hours of work and has brought forth the luxuriant supplies of the earth to him. It is in this that our people surpass ancient Greece and Rome."

MACHINERY AND EDUCATION.

Now a man in California, by machinery, can produce more wheat than 60 men in India, and notwithstanding that 3-cent labor, he competes successfully with them in the markets of Europe. It is through machinery that the condition of the laboring man will continue to improve. His condition will be bettered as his intelligence grows, and as he applies it to the forces around him. My idea as to the solution of these troubles is that education should be encouraged and that the laboring man be put in a condition to take advantage of what genius may develop. Such inventions as the McCormick reaper are not the work of an intelligent man can learn to use them and to make money out of them, and the educated, industrious and provident laborer will always have the means of life."

"Are you not alarmed at the growth of socialism in the United States?"

"No," replied Senator Stanford, "not in the least. The distributists are all foreigners, and our laborers have no part with them. The American workmen have been brought up on the Declaration of Independence. They appreciate its principles, and will always control the labor sentiment of this country, and, as to the foreign element, I think it should be regulated by law."

IDEAS ON NATURALIZATION.

"The naturalization laws should be extended to 21 years. Only one-fifth of the American people now vote. This one-fifth makes all the laws for the other four-fifths, and if foreigners have the benefit of the same laws that we make for our own people, I don't see why they should complain. And if they are not satisfied with

the laws we make, we don't want them to interfere in the making. The foreigner comes to America to work and to be educated to old notions, and he is not fitted to become an American citizen until he has adapted himself to the new conditions into which he has entered. Twenty-one years' residence among the American people ought to make him an American, and to teach him that our Government is based upon justice and not force. As it is, the foreign element is the disturbing element, and when the massacre of Chinamen occurred some time ago, I predicted to a friend of mine that not an American would be found among the mob who were killing the Chinese. Investigation has proved that my prediction was correct."

"Do you think, Senator, that the laboring man has good a chance for making a fortune as when you started here?"

"Certainly. When I was a boy I lived near Albany, N. Y. My father was a railroad builder, and he hired the best workmen for \$12 a month for eight months in the year. During the winter good men would work for their board and I have known contractors to hire all the men they wanted for 50 cents a day. My father once had 4,000 cords of wood cut and he paid for the work just 57 1/2 cents a cord. One season he had 9,000 cords of timber cut for 50 cents a cord, and this timber had to be sorted over. A farmer then, with 100 or 150 acres, and his boys work summers and go to school during the winters, and the women did the spinning."

"The boys that started then at 50 cents a day are the rich men of the country now. Their sons, supposing they were poor, would work for their board and I have known contractors to hire all the men they wanted for 50 cents a day. My father once had 4,000 cords of wood cut and he paid for the work just 57 1/2 cents a cord. One season he had 9,000 cords of timber cut for 50 cents a cord, and this timber had to be sorted over. A farmer then, with 100 or 150 acres, and his boys work summers and go to school during the winters, and the women did the spinning."

"What is the cause of strikes and do they tend to the good of the workman?"

"What is the future of monopolies? Are we to have a socialistic revolution and what should be done with the socialists and anarchists?"

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NO DANGER FROM MONOPOLY.

"No, I don't think there is any danger from monopolists, and there is no such thing in our country as monopoly in the proper sense of the word. The people are benefited by combinations of capital. Their necessities grow cheaper through them, and their facilities for accumulation increase. The capitalist has little advantage in this country as to legislation, and there will never be any restriction of monopolies."

"Mr. Vanderbilt is a subject of attack every time a legislature convenes and corporations are attacked at every session. Corporations and capitalists do well when they are able to get bills passed defending themselves, and they don't expect to pass laws in their favor. As long as our people remain free and intelligent there is no danger from individuals or corporations. Their physical powers amount to nothing and their voting powers amount to less."

A DARKER PICTURE.

Senator Teller Recognizes That All Things Are Not as They Should Be.

Senator Teller talks very interestingly upon laboring matters. He is a man of ideas, and, though he is an employer, he has a strong side for the working man. Said he:

"It cannot be denied that there is great dissatisfaction among the laboring classes in regard to their wages, their hours of employment and their general condition. This is especially the case with those who labor for the large manufacturing establishments, on railroads and public works, in coal mines, etc. This dissatisfaction is shared in a lesser degree by all classes of laborers, and it is shown by the existence of labor organizations of various kinds, in which the laborers of the country appear to be generally enrolling themselves."

"What is the reason, Senator, for this unsettled feeling?"

"There are many reasons," replied Senator Teller. "The grievances of the laboring man are some of them real and some of them imaginary. The real ones are sufficiently numerous to demand careful consideration of their causes as well as their remedies, if remedies there be. The unequal distribution of wealth, the accumulations of great fortunes by systems of doubtful honesty in some cases and by downright dishonesty in others, together with the arrogance and impudence of wealth have done much to make the laborer dissatisfied with the present condition of things. These things have made him believe that capital is receiving a greater share of the product of all his labor than it is entitled to receive and the laborer less."

"The ASSUMPTIONS OF WEALTH. When the assumption that wealth is respectable and the possessor thereof entitled to special consideration no matter how his wealth is acquired, and that poverty is the badge of inferiority no matter what may be the intelligence and virtue of the poor, may be mentioned as one of the very many evidences of the arrogance and impudence of wealth."

"The disregard of law exhibited by some of the great corporations and the apparent indifference to the rights of the citizen, and the plain principles of fair dealing and statutory law is a potent agent in creating this dissatisfaction among the masses."

"Again, an inordinate desire to become rich, not by the old and steady methods of creation and accumulation, but by hasty strikes, appears to have taken possession of nearly all classes of people, and who is not to believe that the only way to receive official distinction and social position is by the accumulation of wealth, will be envious of those who are more fortunate than he is, but little prospect of securing as the fruit of honest toil."

"WEALTH BADLY MANAGED. The aggregation of capital in great corporations controlled by a few strong, unscrupulous men, together with the misuse of corporate power for the enriching of the corporation or more frequently, the agents thereof, is a spectacle so frequently presented that it is not strange that the laboring man should believe that corporate powers were not conferred for the public good, but for the purpose of enriching the few at the expense of the many."

"If we are to find a remedy for this dissatisfaction," Senator Teller went on, "we ought, as far as possible, by legislation and all other means, to secure to the laborer fair compensation for his labor, which must be performed under conditions as favorable as possible as to the time and place of employment. We should seek to satisfy him that in all legislation and administration, both State and national, that the interest of the American laborer is considered first and that of capital second. That in the administration of the law no individual or corporation is above the law or may disregard the plain provisions thereof with impunity, but that all men are equal before the law, and that no legislation is to be tolerated that gives one man an opportunity denied to others."

"REGULATION OF TRUSTS. Corporations and associations of capital, whether called companies or trusts, should be compelled to keep within the bounds fixed by their charters, which make them agents of the people, not their rulers. These things can be done by the enactment of laws by the States and the National Government and the due enforcement thereof. All other things necessary and requisite to be done to put the laborer in harmony with his employer must be done by the employer himself. There is much to be encouraged us to believe that the State and National Government will do their duty in this behalf. The signs of the times do not so clearly indicate that the employer has, as a general rule, determined to jolt the interest of his employees with any such legislation."

"The American laborer is intelligent and is not likely to overlook the evils I have mentioned nor to underestimate their vicious character. He is conservative and law-abiding, courageous in defense of his rights with aspirations beyond those common to the laborers of other countries. He realizes that he is not compelled to remain a laborer, but that if he has ability and energy he may become an employer, and hopes to take his place among those who direct the forces of nature, to secure the accumulation of wealth and power."

HAS HOPES FOR THE FUTURE.

"If he doubts his own ability of opportunity to accomplish this, he looks forward to the time when his sons will be strong men controlling and directing, not only the business of the country, but possibly molding and directing the public policy of the State or nation. With those aspirations he is not likely to be satisfied with wages that give him a bare living. He must have more—he must have the comforts, and some of the luxuries of life. He must have a home of his own. His children must be educated in a manner to enable them to properly fill the position that they may reasonably hope to attain. And he will not be satisfied until he is convinced that no obstacles are thrown in his way, either by the Government or by the business methods in daily use. He demands a free field and fair opportunities to take his place, not as a mere machine, but as an intelligent factor in the enterprises of the day, financial, moral, and political."

"When our legislation and administration shall be directed to this end, there will be no further complaint of a war between labor and capital. Unless this is done, capital may take warning, for in a contest between labor and capital labor will, in the end, win. Not only has it numbers and strength, but it has the right."

SHERMAN ON ANARCHY.

Like Leeches They Would Suck the Blood of Labor—Law and Organization.

Senator Sherman carried the surveyor's chain as a youth, and when he was first married he started out with the intention to save and invest \$500 a year. He is now one of the clearest headed millionaires of the United States, and he is noted for his conservatism and for his popularity with the business interests of the country. My interview with him occurred just after the hanging of the Anarchists at Chicago a couple of years ago, and at this time he dictated the following. It will be seen that it covers the general ground of labor and capital.

"We have no room in America for either Anarchists, Socialists or Communists, and these classes do not belong to the laborers of the United States. They are cranks and shirks, who, unwilling to work themselves, live only to foment trouble, and are satisfied with the idea of sympathy with the enemies of the honest laborer who seeks to improve his condition, and who hopes by honest industry to make for himself a home, to accumulate property and to become independent."

NO EXCUSE FOR IT HERE.

"This is not a Government of oppression and tyranny. It is of the people and by the people. In it the poorest lad may rise to the highest offices and we have no privileged classes. In a despotic Government I can see why Anarchists and Socialists would organize that they could resist the oppression and murder the kings and do nothing nobility who oppress them. These conditions do not exist here."

"It is the same with the Socialist and the Communist. The Socialist strikes at the habits of society which he so dear with the human people. The Communist wants to divide up with the thrifty, economical, provident workman and with the capitalist. If we did have such a division he would want another division after three weeks' time. I have no sympathy with any such ideas or classes, and I heartily agree that the laws were properly enforced by the conviction of the Anarchists at Chicago."

LAWS FOR LABOR.

"I believe that every demand of labor and the laboring man ought to receive the prompt and immediate attention of Congress, and there is no law reasonable in its character and wise in its provisions and within the power of Congress that is demanded by labor that ought not to pass. I believe that labor should be aided as far as possible by fair and honest laws, and it is no laborer that the fabric of this Government rests. Three-fourths of the men of this country are born to labor, and I include in this not only the mechanic, but the farmer and the laborer as well."

"But after all, the laborer should remember that their relations to capital are founded on the mutual interests and consent of both capital and labor. The Government cannot make contracts and it cannot repeal them. Every man is free in this country to do as he pleases, not only in his personal affairs but in the disposal of his wages and income. If the employer and laborer cannot agree they can appeal to arbitration and laws are being adopted to secure this. I believe that by co-operation, properly organized, many of the difficulties between the employers and the employes might be obviated."

THE TRADE UNIONS.

"What do you think of trade unions? Are they productive of such results as that at Chicago?"

"I think not. I do not consider, as said, the Anarchists as a part of the honest laboring element of this country. I believe that the free right of organization of workers in any other way by which they may lawfully control the hours of work, the rates of wages, or any other matters relating to business and labor. Their right to organization is as clear as that of the capitalist to form corporations, and I believe that both have the right to combine to improve their conditions."

"The only limitation should be that no unlawful violence or terror be used, and that criminal acts be avoided. My own observation is that strikes and lockouts are ruinous to both capitalists and laborers, and I believe they should be as far as possible avoided."

PAY AS HIGH AS POSSIBLE.

Senator Sawyer Says Capital and Labor Generally Play Hand in Hand.

Senator Sawyer, of Wisconsin, who has millions in lumber lands, bought his time of his father when he was 17 years old and paid him \$100 for the privilege of working for himself until he was 21. He borrowed \$100 to do it, and by the time he was 30 he had married and saved a little over \$2,000. He took this from his home in New York to Wisconsin, and he is now worth somewhere between \$2,000,000 and \$5,000,000. He is a man of big brains and remarkable common sense, and he is a large employer. Said he:

"I see no reason to be alarmed at the relations of labor and capital. The interests of the two run together. Capital can't get along without labor, and labor can't succeed without capital. The bulk of our capitalists want to help their laborers. They are satisfied to pay all they are asked to pay, and they often pay wages when they are making no profits out of the labor. I sometimes do this myself, and I believe that capitalists as a class, pay their laborers as they can. The laborers of America have better chances than those of any other country in the world, and the opportunities for fortune makers are better here than in any other country."

"How about the Socialists?"

"There is no doubt as to what should be done with them. All such movements should be put down. The Socialists are not the laboring men of this country, and I think the laws ought to be enforced against such agitators. I do not believe in complicated laws restricting labor and capital. The fewer laws and the less government the better."

A MILLIONAIRE MERCHANT.

Levi Z. Leiter Looks at the Labor Question With an Optimistic Eye.

Mr. Levi Z. Leiter, the Chicago millionaire who helped to make famous the firm of Field & Leiter, lives in Washington. Said he:

"My observations lead me to think that our laboring people are in by no means a bad condition. I do not consider the Socialists and Anarchists as a part of the laboring men of this country, and I think the laws ought to be enforced against such agitators. I do not believe in complicated laws restricting labor and capital. The fewer laws and the less government the better."

AN HOUR IN MARKET.

People Who Pay Good Prices for What They Think Good Proved.

OTHERS WHO TRY TO BUY CHEAPLY They Always Want the Best.

A LIBERAL BOARDING HOUSEKEEPER

As an hour spent in the Diamond market during the busy time in the morning on Saturday, will be found pregnant with more opportunity for studying the characteristics of the heterogeneous population of Pittsburgh than a month spent in any other way. There is a certain class of wealthy people that wants the best in the market but are not connoisseurs and will buy poor steak if the butcher charge 20 cents a pound for it, but were he to abate his price 50 per cent, this class of custom would not be attracted. These Diamond market dealers are observant, and soon size-up a patron. This particular wealthy class is not a very large one. The majority of their wealthy people are careful buyers, and the women of this class enjoy food shopping with as much zest as their poorer sisters.

There are the wives of some mechanics who make large wages—persons whose income in prosperous times is greater than that of many who are moderately rich. These believe in "a feast of fat things, of wine on the lees," when at work, and they spare everything but the best, but as their incomes decrease with their exertions when a strike takes place, they buy drop roast and steak and buy liver, soup bones and rough boiling beef. At present they buy the best and in consequence boiling beef is a troublesome commodity in butchers' hands and they defend the war prices on good meat on the ground that they cannot sell the cheaper parts for enough to come out whole unless they get a big price for the best.

DIFFERENCE BETWEEN PURCHASES. A reporter was standing at a vegetable stand yesterday morning, watching the throng of surging women, from kitchen maid to mistress, making Sunday purchases. A lady of means, a widow, whose nervous energy would not allow her to trust to inaction, and who, in consequence, runs an elegant boarding house, came up and asked the price of a basket of corn. She bought a bushel, and turned the stuff over to set it aside for her. She then bought cucumbers, onions, squashes, tomatoes, potatoes, beans, etc., until she had accumulated half a dozen baskets and handed the dealer a \$20-bill. She didn't get much change back, and pocketing it, told the dealer to send the stuff to her number and have the expressman stop at a butcher stall and take along some meat she had purchased. This woman had scarce departed when another equally well-dressed came along and asked the price of a basket of corn. She was told that it was \$1.25. She began to haggle, opened the bush on a number of ears and turned the stuff topsy-turvy and ended by offering a dollar. The proprietor of the stand repeated his price, \$1.25, and as the woman kept up her remarks, he turned his back on her and attended to other customers. She was persistent, however, and after two or three other people had been supplied she repeated the attack and finally ended by taking the corn at a discount of 25 per cent on what the first woman had paid. She made considerable purchases of other things also, and it was noticed that in most instances after they had bought their corn she paid an advance on most articles over what the first woman noted had paid. After the woman had gone the reporter inquired of the dealer why he charged her more than he did his first customer and he replied: "O, I knew by her make-up that I would be obliged to waste a lot of time on her and she might at least go away with something, so I made her pay for my time she wasted. You perhaps noticed two ladies stop with intent to purchase, and her wrangling made them leave without buying. Some of the cheapeners think they save money by haggling, but they do not."

A well-dressed woman next stepped up and asked the price of some squashes. She was told that they cost 10 to 15 cents. She clawed over the whole pile, occasionally selecting one and making the dealer an offer. She finally took one at the price demanded and left. "You had better worth anything she wasted more of it than the purchase was worth. The dealer explained that she amused her leisure hours thus, as many ladies do, by spending her day shopping and end by buying a spool of thread or a piece of ribbon."

INVERTED CHEAPERERS. The Chinese are inveterate higglers. No matter what price is asked for an article, they offer a less one, and if it is rejected, make a further reduction, and so they can not beat anyone that they usually come back to the first dealer tackled. They were heard on cucumbers yesterday. Chinese, rattled cucumbers, were sold for 10 to 15 cents. The Chinese in Pittsburgh live on garbage. They insist on having the best, are lovers of poultry and want it alive and healthy, and many ladies do not buy chickens until they hang the body up carefully and do not take it down until as much of the blood is out of it as is possible to get. They are greatly addicted also to abolition, washing as often, or oftener, than does the orthodox Mohammedan, with many of whom superstitions fear is a stronger incentive to cleanliness than is any natural desire in that direction.

Of course all food purveyors are not alike. There are bucksters and trucksters. They are some who will get two prices if they can, while there are others who are disposed to do the square thing with people of fine perceptions who are willing to pay reasonable prices. One man whose operations were watched yesterday raised his own stock and comes to the market to sell out and go home as early as possible, and he is not interested in combinations, though of course he is not aching to give away his "garden sass."

Do You Need a Suit? Of clothes? Then see the good ones we are now selling for \$6, \$7 and \$8; all wool garments and plenty of styles to suit you all. Monday morning we start this triple bargain. The price sale—\$6, \$7 and \$8 buys all wool men's suits good enough for anyone to wear, out in suits or cutaways. In our pants department there is a big rush for the \$1.25 men's pants—they really cost us more money. Samples of suits and pants in our show windows.

FRESH COMBINATION CLOTHING COMPANY, P. C. C. C., cor. Grant and Diamond streets, opp. the new Court House.

\$5.00 EACH—Combination dress patterns reduced from \$15, the greatest bargain ever offered.

HUGGS & HAGGE.

THE SALVATOR. Colors Black and Bronze. Prices, \$1 90, \$2 20, \$2 40, \$2 90, \$3 40.

An observant old sport remarked to us yesterday that summer hats in general, and straw hats in particular, are beginning to look quite passe. We think it, therefore, none too early to trot out our new autumn derby, especially as the inquiry for something novel in the way of a hat was quite lively the last few days. We have named our latest after the turf king of 1890, "Salvator," fully believing that it will "outrun" any other derby which may be pitted against it. As will be noted, this new style has a full crown and massive curl, in keeping with the heavier clothing and overcoats worn during the fall and winter.

By all means inspect our latest derby.

HERBERT WALKER ARTIFICIAL EYE MAKER. The only manufacturer of artificial human eyes in the city.

CANCER and TUMORS cured. No knife. Send for testimonials. Dr. J. C. McMichael, M. D., 62 Niagara st., Buffalo, N. Y.

ATTENTION! SPORTSMEN! Double Barrel Breech-Loading Shotguns from \$8.50 up; Double Barrel Muzzle Loaders \$4.50 up; Single Barrel Breech Loaders \$3.50 up; Single Barrel Muzzle Loaders \$2 up. Also a complete assortment of Shells, Loading Tools, Belts, Covers, etc., at lowest prices in the two cities.

K. SMIT, 932 and 934 Liberty St., Cor. Smithfield, Pittsburgh, Pa.

GRAND MASTER POWDERLY WESTINGHOUSE. Strike is still on, but it is to be hoped that an amicable settlement will be reached at an early day. It is a source of gratification to know that no difficulty exists at

PICKERING'S, Who, with his large aggregation of employees, is hustling as they never hustled before, and selling more goods to young married couples, and the public generally, for

CASH OR CREDIT, Than ever. Make no mistake, when in want of anything in the Housefurnishing line, but go to THE OLD RELIABLE MAMMOTH HOUSE,

PICKERING'S, Wholesale and Retail Furniture and Carpet Dealers, Cor. Penn Ave. and Tenth St., Pittsburgh.

P. S.—Open until 10 P. M. on Saturdays.

SPECIAL CORSET SALE! We have too many Corsets and are determined to reduce our stock at once. If low prices are any inducement to purchase, the entire lot should go quickly. You will find here 118 different styles, including 12 styles of Waists and Corsets for Misses and Children. Just glance at the following list and note carefully the reductions made. The prices quoted will prevail for this week.

The Genuine C. P. Long Waist Corset, regular price \$1.75, this week \$1.45.

Our own importation, Rosenbaum's C. P., regular price \$2.25, this week \$1.85.

J. B. French Corset, corded bust, \$1.50, this week \$1.25.

The Equiline Health Corsets, perfect fitting, \$1.50, this week \$1.25.

The Gora Corset, corded bust, worth \$1.25, this week, 75c.

The Sateen Corded Bust Corset, worth 75c, this week, 50c.

The C. P. Fine Black Sateen, worth \$1.50, this week, \$1.25.

The XXX Common Sense, \$1.25, this week, 75c.

The XXX Common Sense, \$1.25, this week, 75c.

A lot of odds and ends worth 75c, this week, 50c.

A lot of odds and ends worth \$1.25, this week, 75c.

Our stock comprises all the well-known makes, such as Thompson's Glove-Fitting, Ball's, Dr. Warner's, Mad. Foy's, Her Majesty's, Ferris' Waists, Extra Long French Corsets, The P. D. and the R. G. at 75c and \$1. Summer and Bathing Corsets we have in great variety.

Call and be convinced our prices are the lowest.

FOR COOL EVENINGS. We are showing a very fine line of capes made of fine seal plush, astrachans and cloth. The prices will astonish you; they're much lower than you would guess. Our navy and black blazer jackets are selling like hot cakes. And no wonder, for no such bargains are offered elsewhere in these two cities.

WAISTS: We have just opened 600 new ones. They are perfect fitting with belts. Our price this week only 85c, although every one is well worth \$1.25. A few of those 60c waists left, but they won't last all week. Come at once if you want one.

Don't fail to see our display of fall hats and bonnets just opened. There are many charming styles that cannot fail to interest lovers of the beautiful. Special bargains that must be seen to be appreciated in kid gloves, hosiery and underwear.

HUGGS & HAGGE.

ROSENBAUM & CO. Optical Establishment, NO. 50 FIFTH AVE., Pittsburgh.

ARE YOU WILLING TO CONTINUE PAYING EXORBITANT PRICES TO YOUR MERCHANT TAILORS FOR A SUIT, OVERCOAT OR PAIR OF TROUSERS, WHEN WE WILL SELL YOU OUR PRODUCTIONS JUST FOR ONE-HALF THEY CHARGE YOU AND GUARANTEE YOU PERFECT SATISFACTION?

When we sell you a suit for \$10, why pay them \$20 for it? When we sell you a suit for \$12, why pay them \$25 for it? When we sell you a suit for \$15, why pay them \$30 for it