

BEAUTY IN BUSINESS.

Sketches of the Salesladies Who Grace Pittsburgh Counters.

HOW THEY TREAT MEN CUSTOMERS

They Know Better Than to Try to Fool Those of Their Own Sex.

FACTS ON SALARY AND MATRIMONY

(WRITTEN FOR THE DISPATCH.)

HAT young women are always interesting... It is a truism that no one ever attempts to deny.

There is one class of young women that is familiar to all city residents, and yet that is perhaps as little understood as any strange animal of the pre-Adamsite period.

Whose Experience Doesn't Count. And yet the reason is not far to seek. Selling buttons and such small wares is generally entrusted to the younger girls.

The Girl Who Can Sell Cloaks. The cloak department, where everything has a rich, retired appearance, where the windows are generally curtained tastefully.

She Is Altogether Stunning. She will shake her bangs at you and look at you from beneath a pair of eyes of action.



She Enjoys Quizzing You.

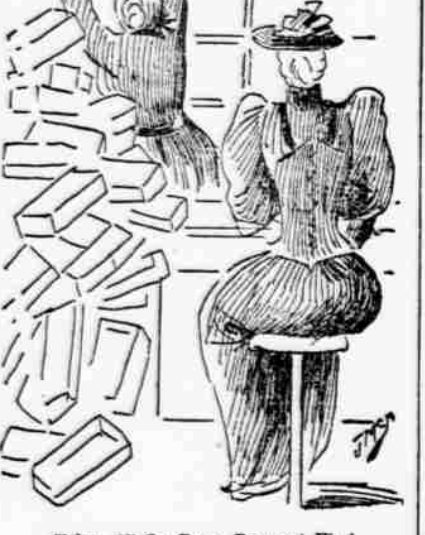
are a man. If you are a woman she knows better than to try any of her arts of fascination. She will be severely polite to you, and will exert herself to find exactly the buttons you want.

They Know Loves on Sight.

The young lady in the glove counter is very much like her sister of the buttons. But she is generally a little older and more experienced.

do so. The head milliner never laughs, and it is doubtful whether she even says anything in life worthy of being called amusing.

The Bane of the Happy Drummer. The lace department is an important one, and here is required a young lady who can handle a difference between real and imitation lace with her eyes shut, literally.

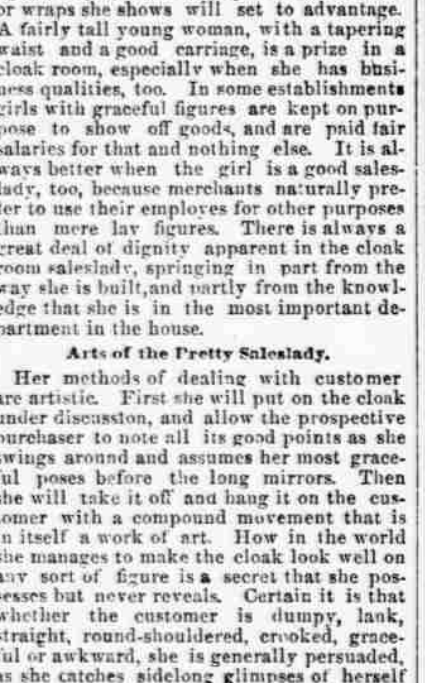


Takes All the Boxes Down at First.

All the blandishments of the drummer, who would sell her everything he has if she would let him.

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NOT MUCH OF A SHAKE.

The California Earthquake Can't Hold a Candle to Some Others.

WHOLE CITIES HAVE GONE DOWN.

Skies Have Been Filled to Hide the Sun and Seas Have Been Faved.

AWFUL EVIDENCE OF FIRE WITHIN

(WRITTEN FOR THE DISPATCH.)

The recent seismic disturbances in California, which resulted in some damage to property, suggest a reference to other shakings elsewhere, of a much more serious nature.

A Quake That Shook the World. The destructive earthquake which overthrew Lisbon, the capital of Portugal, in 1755, was an affair of most terrible horror.

Cities Instantly Annihilated. The city of Euphemia in Calabria, with 6,000 inhabitants, was totally engulfed in 1638.

The Pacific Coast Shaking. The disturbance at Charleston on the night of the 31st

was outside the fatal spot, reports after the shock had passed only an appalling black cloud where the city had been and when that had dispersed, the site was occupied by a lake of dirty, bitter and putrid waters.

Some of the most terrible shakings and eruptions occur in the cold and frozen North. Iceland island was shaken from center to circumference by an earthquake of most amazing power in May, 1783.

From its one flow two rivers of lava, one 60 miles long and 12 wide, the other 40 miles long and 10 wide in breadth. Both these streams had an average depth of 100 feet.

On the ocean, 200 miles away, the light, porous floating cinders were two feet deep, through which vessels could only move with difficulty.

Patients Treated by Mail. Dr. O. W. F. Snyder, the celebrated specialist of Chicago, since the 15th of January, 1920, for obesity, with very gratifying results.

Testimonial of Editor Chas. F. Bonn, Rice Lake, Wis.

As is well known to a large number of our friends, we have been under the treatment of Dr. O. W. F. Snyder, the celebrated specialist of Chicago, since the 15th of January, 1920.

Before. After. Loss. Weight—345 pounds. 279 pounds. 66 pounds. Chest—33 1/2 inches. 34 inches. 1 1/2 inches.

Dr. O. W. F. SNYDER, PATIENTS TREATED BY MAIL. 1011 N. W. 10TH ST., CHICAGO, ILL.

of August, 1886, and the remarkable trembling in the Valley of the Mississippi in 1811, whose center was near New Madrid, all fall far below the record which has just been given.

Special diamond sale this week. Call and see the immense display. Prices below competition at M. G. Cohen's, 36 Fifth avenue.

FAT FOLKS REDUCED BY DR. SNYDER, THE SUCCESSFUL OBESITY SPECIALIST. Testimonial of Editor Chas. F. Bonn, Rice Lake, Wis.

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NEW ADVERTISEMENTS.

Always Comfortable, Always Fashionable, Always Reliable, LAIRD'S SHOES! Ladies and Gents, See our new \$2 SHOES. See our new \$3 SHOES. See our new \$4 SHOES. See our new \$5 SHOES.

Wholesale and Retail. W.M. LAIRD 433 and 435 WOOD STREET. 406, 408, 410 MARKET STREET.

ANOTHER CUT IN OFFICE DESKS. Stevens' Large Supply House. All kinds and grades. CHEAPER THAN EVER.

SPOONS GIVEN AWAY. To show our appreciation for the patronage bestowed upon us we will for this week only present a PITTSBURG OR ALLEGHENY SOUVENIR SPOON with every purchase of One Dollar or over.

SMIT'S, SOLE AGENT FOR CHEMICAL DIAMONDS, COR. LIBERTY AND SMITHFIELD, AND 311 SMITHFIELD ST.

NEW ADVERTISEMENTS.

THE LARGEST AND LEADING MILLINERY HOUSE IN WEST. PENNA. Equipped with all the modern arts and implements of modern commercial warfare, honor, truth, fair dealing, first-class merchandise, lower, trade-reaching prices than elsewhere.

THE PEOPLE'S VERDICT AND FIRST CHOICE. 'T would be an extravagant waste of priceless time, a miserable failure, 'Love's Labor Lost,' were we to attempt a portrayal of the immense wealth of beauty contained in our incomparable processions.

Those Ladies' 70c White Lawn waists are very pretty and winsome like, with their nicely pointed fronts and backs and very neat collars and cuffs. Now for 30c Each.

But there's still another, of same fabric, made in handsome tuck-down style, with plain Chambray front, Watteau back and exquisitely tucked collar and cuffs, stylishly beautiful.

Collars, 14 to 18 inches, 9c each; Cuffs, 9 1/2 to 11 1/2, 19c a pair. Of course we've got dozens of other styles than those represented above to select from.

Curtns, Lins, etc., Seasonable and Reasonable. This week we'll offer 1,000 pairs Lace Curtains, all pretty patterns, long and wide.

Then there's another lot—1,500 pairs all told—of course they're not so fine as previous lot, but it's exceedingly pretty patterns, made from hand twisted honest Scotch unshrinkable yarn.

Now for 22c, 25c, 39c, 49c and 59c a Yard. And another lot of Fine Bleached 50c, 60c, 70c, 80c, 90c, \$1 and \$1.25 Damask Table Linens are all to be sold.

72 pieces of pure Turkey Red 36c, 65c, 70c and \$1 Tablings, practical domestic money savers, besides being neat, pretty patterns.

There's likewise several boxes of Linen Towels that never fetch less than 50c, 100c, 125c and 40c which we're enabled to sell for 5c, 9c, 12c, 16c and 25c Each.

Then there's about 75 dozens of the very handsome, large size, double Damask, Satin Faced towels possibly ever offered for sale in these two cities.

Now for 69c, 74c, 99c, \$1.24 and \$1.49 each. A couple of cases heavy 8c, 12c 3/4 and 45c Turkish Bath Towels all to go this week.

Basement Trade Manipulators This Week. We've got six sizes of prettily Walnut Stained Screen doors. They've got mortised ends; regular \$2 doors.

Folding Wash Tub Benches. It folds up to put away and'll hold either large or small tubs.

JUST FANCY, Only 24c Each. ALWAYS THE CHEAPEST. DANZIGER'S SIXTH ST. AND PENN AVE.

WE INTEND TO TEST TO-DAY'S DISPATCH AS AN ADVERTISING MEDIUM. And offer the coming week a SPECIAL SALE of SEASONABLE HOUSEHOLD GOODS. At this sale we will sell 20 PER CENT BELOW OUR USUAL LOW PRICES, but you must bring this paper or this page with you, and, as a further inducement to bring this page, we will accept it in place of a \$1 BILL. WE do this in order to find out which paper brings us the most patronage.

SPECIAL TEST PRICES:

40 PARLOR SUITS: six-piece suits, walnut and mahogany finish, mohair crushed plush, in assorted colors; Test Price \$35. Other test price suits \$45, \$55, \$75, \$100.

PARLOR STANDS, solid oak, neat and durable; Test Price 80c. Other test prices \$2.50, \$3, \$3.50, \$4, \$4.50, \$5.

BABY CARRIAGES: 200 elegantly upholstered wire or wooden wheels; regular price \$18; Test Price \$14.40. Other test price carriages \$10, \$12, \$15, \$18, \$22.

REFRIGERATORS and ICE CHESTS: 100 Hardwood Gurneys \$15. TEST PRICE \$12. 55 Hardwood Gurneys \$17. TEST PRICE \$13.60.

Other test prices \$14, \$15.50, \$18, \$19.50, \$22.50. Ice Chests: Test prices \$4.50, \$5, \$6, \$8, \$10.

If you want to SAVE MONEY on your ice bills get the best made—THE GURNEY. We are sole agents for this county. Call and see them and get catalogue.

100 high-back Dining Chairs, test price \$1.25.

THE BROWNIES' DECISION. The Brownies in a recent nighty tour Determined to seek out (both to assure themselves and us, whose need for it is great) the most desirable refrigerator.

And, though they searched, at first they could not find. An y that fruitless seemed to every mind, After they'd opened it and looked it through, Until a "Gurney" dawned upon their view, Now, when opened, seemed so neat and clean, And smelled so sweet; all said, "This plainly is the best! That he who buying wants the best Until he gets a 'Gurney' should not rest."

PICKERING'S COMPLETE HOUSEFURNISHER, - COR. TENTH ST. AND PENN AVE. CREDIT.