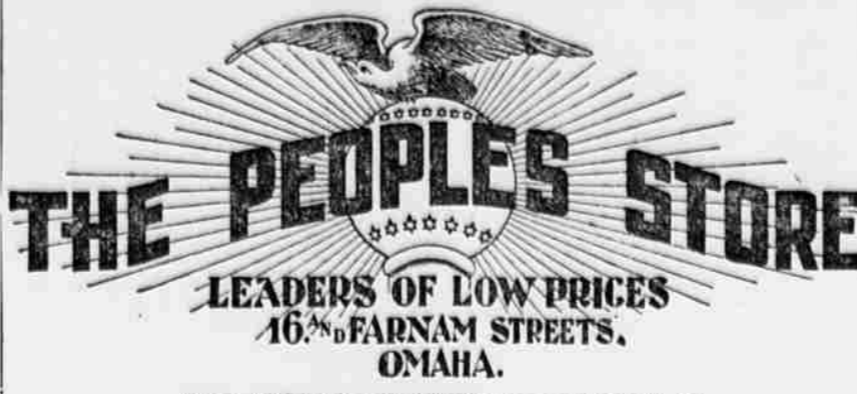


# Great September Sale of Furniture

**Attention** We desire to call your special attention to the fact that our great September sale is half over. You cannot be in too great a hurry about buying your furniture, for the reason that prices have taken on an upward tendency. We have, however, held them down for the reason that we made extensive preparations in anticipation of the advance. But when our present stock runs down we might be forced by the manufacturers and in consequence be compelled to advance them. At present we continue the low prices that has created a stir. We offer some extra specials for tomorrow you should not miss.

An extraordinary opportunity—don't let it slip.

WHOLESALE AND RETAILERS OF FURNITURE.



**Important** We desire to inform the public that all merchandise on our main floor, such as Dry Goods, Groceries and Shoes, will be sold for cash only. Merchandise on every other floor, such as Ready-made Wearing Apparel, Millinery, Furniture, Carpets, Stoves and Household Goods, will be sold as heretofore—either for cash or on **The Easy Payment Plan.**

**SOLID OAK SIDEBORDS**—with three extra large drawers, cutlery drawer velvet lined, with large French bevel plate mirrors, elegant carvings on top, solid brass handles, worth fully \$20, only **12.75**

**LARGE CHIFFONIERS**—antique finish, with large plate mirror, nice carvings on top, 5 drawers, solid brass handles, \$15 value, for **9.98**

**SOLID QUARTERED OAK CHINA CABINET**—with heavy glass doors and sides, 4 large adjustable shelves, nicely finished, \$20 value, for **12.75**

**ELEGANT TURKISH COUCH**—full size—roll head, best grade No. 2 steel springs, large roll head, finest silk velvet covering, 1900 design, \$15.00 value, September sale price only **7.85**

**WHITE ENAMELED IRON BED**—has heavy corner posts and neat design, brass trimmings, \$4 value, only **2.48**

**BEAUTIFUL ENAMELED BED**—has heavy corner posts, strong steel side rails, handsome brass trimmings, worth fully \$10, sale price **6.50**

**COTTON TOP MATTRESS**—covered with fancy ticking, well filled, worth \$3.00, sale price **1.59**

**WOVEN WIRE SPRINGS**—hardwood frame, worth fully \$2, sale price **98c**

The largest line of brass and enameled beds in the west, over 200 styles

**BEAUTIFUL MAHOGANY ROCKERS**—scollier or high seat, richly carved, extra full size, a positive \$5 value—September sale price **2.69**

**HANDSOME DINING ROOM CHAIR**—handsome carvings, cane seat, worth fully \$1.25, sale price **79c**

**MORRIS CHAIR**—beautiful frames, rich upholstering, full set springs, worth fully \$12.00—sale price **7.89**

**Stoves**

**STAR ESTATE STEEL RANGE**—very nicely made, of heavy wrought steel, highly polished full nickel trimmings, has duplex grate for wood or coal, worth fully \$45.00—special **29.50**

**FOUR-HOLE COOK STOVE**—very heavy castings, full nickel trimmed, good size oven, guaranteed a good baker, worth \$15, sale price only **8.98**

**NEW SPLENDID OIL HEATER**—a good burner, warranted perfect, no smell or smoke, \$7.00 value, only **4.60**

**HOMER CORAL BASE BURNER**—has heavy castings, full nickel, large fire pot, a good steady heater, and a coal saver, worth \$25—sale price **16.50**

**PENINSULAR BASE BURNER**—has very heavy castings, with full nickel trimmings, large fire pot, a good heater, worth \$20, only **24.50**

**ESTATE OAK**—air tight guaranteed to hold fire 48 hours, with soft coal worth fully \$15.00—special only **9.75**

**SILVER GEM RANGE**—heavy castings, large oven, a good baker, full nickel trimmings, \$20.00 value—only **11.50**

**Sale of Fine Carpets and Rugs.**

The largest carpet room in the west. Three sections like the one illustrated here filled with new and beautiful carpets, over 100 patterns.

**BEAUTIFUL INGRAIN CARPETS**—the newest designs, worth \$10 a yard, only **29c**

**FIBER CARPETS**—new full designs, attractive patterns, worth fully \$5 a yard, only **49c**

**RICH VELVET CARPETS**—rare beautiful designs, \$12.25 value, yard **98c**

**AXMINSTER AND MOQUETTE CARPETS**—beautiful designs, goods worth \$1.25 a yard, sale price **89c**



**Sale of Crockery, Housefurnishings & Lamps.**

**PARLOR LAMPS**—in endless variety, the newest designs, beautiful and artistic—our special for Monday is 50 beautiful lamps with fancy decorated globes complete with front, burners, chimney, worth fully \$7.50—sale price only **4.39**

**Stone Jars, gal-**  
**lons, etc.,**  
 10c cup and saucer, 15c half gallon glass jug, 10c glass cream pitcher, 5c  
**75c beautiful Jar-**  
**dusters, 43c**  
**10c White Grani-**  
**te Plates, 6c**  
**25c White Grani-**  
**te Bakers, 15c**  
**25c White Grani-**  
**te Scallop, 12c**  
**10c Plate 5c**

**100 PIECES DINNER SETS**—beautifully decorated Englishware, fine underglazed, neat designs, worth fully \$12.00—special **6.85**

**6-PIECE TOILET SETS**—pretty patterns, Englishware worth \$2.50, sale price **1.59**

**COPPER BOTTOM WASH BOILERS**—heavy tin, worth fully \$5—special price only **59c**

**GRAND SEWING MACHINES**—every machine warranted, a written guarantee given—These machines embody all the improvements of the best sewing machines, adapted for all kinds of plain and fancy sewing, light running, worth fully \$40, Sept. price—**\$24**

**3-PIECE BED ROOM SUITE**—fine oak finish, beautiful carving, large dresser with beautiful plate glass mirror, worth \$22—sale price only **13.85**

**BEAUTIFUL INDIA SEATS**, concealed, nicely finished—worth fully \$1.75, only **98c**

**HANDSOME TABOURETTES**—solid top, antique or mahogany, an ornament to any room—\$1.00 value—only **59c**

**STRONG BUILT TRUNKS**—covered with sheet iron, nicely japanned, nicely lined, complete with hat box and tray, also other convenient partitions, solid steel corners with brass lock, worth fully \$6.50—**4.25**

**Fine Oriental Rugs.**

**BEAUTIFUL RUGS**—size 36x59, of fine moquette, velvet, tapestry and axminster—worth fully \$1.50, special sale price **1.19**

**ELEGANT ART SQUARES**—size 5x12, very beautiful designs, rich patterns, worth \$7.00—sale price **4.48**

**KIOTA RUGS**—rare and beautiful designs, handsome patterns, direct from the orient, size 9x12, \$25 value **13**

**Lace Curtains, Draperies and Bedding.**

Fine Nottingham Lace Curtains—elegant designs, very beautiful patterns, 3 1/2 yards long, our own importation—\$2.50 values—**1.25**

Beautiful Tapestry Portieres—all shades and designs, over 300 different patterns, worth \$5 a pair—sale price **2.98**

Beautiful Rope Portieres—worth fully \$3.50, only **1.98**

Chenille Table Covers—rich designs and patterns—size, 4-4—worth fully 75c, only **49c**

Large size Comforters, filled with white cotton batting, nicely covered, worth fully \$3, sale price **1.48**

Fine Feather Pillows, worth \$2.50 a pair, sale price only **98c**

Prime goose Feather Pillows, worth fully \$4 a pair special sale price **2.24**

Paragon Blankets, white, 11-4, worth fully \$1.75—sale price only **98c**

Fancy Colored Blankets, superior quality, worth fully \$3, special sale price only **1.48**

Heavy Wool Blankets, superior quality, the kind generally sold for \$7.50, sale price **3.98**

## LIFE AMONG WIRE-PULLERS

Incidents that Break the Monotony of Telephone Line Building.

STRANGE TOOL WITH A STRANGE NAME

How the Gangs Go from Place to Place Carrying Their Commissary Department with Them—Watching for Breakages.

Including all hands, from pretty girl operators to heavy "groundmen" it takes 30,000 persons to keep the telephone business of the United States moving. Twenty-eight thousand are employed in the operation and maintenance of the completed lines, the other 2,000 are hustling constantly in the stretching of new lines. There is much of the humdrum and the monotonous in the life of the 28,000, for their duties, mostly of a routine nature, are gone through with week after week and year after year, without much variation of method or change of scene. Monotony is an unknown quantity among the 2,000; they are continually on the move, for telephone extension is going on in nearly every state in the union, and they encounter new combinations and novel problems almost daily. The laying out and building of a line of speaking wire requires the services of individuals following many different occupations—men of profound scientific and technical knowledge, shrewd professional men with political aptitudes, men trained to a dozen different trades and common laborers—not counting those who draw the wire for the line or those who make the instruments and the numerous minor essentials of construction.

It would not be easy to say along which line of activity the energies of the telephone men are first exerted in actual construction, but, logically, the man who lays out the line makes the start, with a great number of county and city maps, covering the territory to be crossed, spread out before him. When the line is several hundred miles in length his examination of these maps is long and tedious. Both telegraph and telephone wires are almost invariably strung along either railroads or highways that repairing line men may reach them readily. Railroads offer the shorter routes, as a rule, but telephone lines generally follow the highways, because the telegraph, being earlier on the ground, had pre-empted most of the railroad lines before ever a telephone wire was strung. It is the duty of the man who lays out the line—his title is engineer or contractor—to determine what roads shall be followed in order to get the shortest route and provisionally to indicate its exact location in vivid red ink lines on the map of every city and county between terminal points.

**Advance Couriers.**

A thousand men are preparing the material for construction, meanwhile, but the work next in order, logically, is that of those advance couriers of the telephone, the "right-of-way men." Their first task is the securing of franchises or other legal permits from all the local authorities to go ahead. These were often overlooked in the early days of telephone construction, but never are now, lack of formal permits having been taken advantage of in some places by the ill-disposed, to the great inconvenience of the public as well as the telephone folk. It is in doing right of way work that the professional men with political aptitudes are employed. They are generated by a man who has had much previous right of way experience in various parts of the country, but local characters, possessed of "pull" with councilmen, town boards and other home authorities, are necessarily taken on, from au-

thorities of the route to the other. Besides franchises, they also secure permission for the placing of the poles from the farmers and other property owners in front of whose premises the line is to pass. This must be very carefully and thoroughly done, hence lawyers are employed mostly, and well paid for their services. The title of every piece of property involved must be looked up and when there is a mortgage the mortgagee's consent, as well as the owner's, must be obtained, otherwise, in case of foreclosure and sale, the new owner might cut down the pole, thus crippling the line seriously and still be within the law.

Naturally, the right of way men operate in harmony with the surveying party. The surveyors are as important in laying out a telephone line as in laying out a railroad. As fast as franchises and permits are got the poles are located and their height determined. There is variation in height only when the country is broken; then poles of extra length are employed to overcome irregularities of the ground. Telephone men term this "grading." At curves in the line the strain on the poles is equalized by guying. A stake is driven by the surveying party to show the exact location of every pole, instructions as to its length, whether it is to be guyed or not, etc., being written indelibly upon the top of the stake which has been smoothed off for that purpose.

**Dynamite and "Deadmen."**

The construction party follows the surveying party as rapidly as maybe. It takes a party of about eighty men to lay a line of ten wires through a well settled region. Including all the extras, 100 men at least are needed for construction across a stretch of new country. They are placed under discipline, almost military in its severity, the party as a whole being in charge of a construction superintendent and each division being controlled by a foreman.

The "ground men" come first after the locators. Ground men dig holes, of course, and are armed with crowbars, picks, shovels, augurs and dynamite. Formerly dynamite was not used when rock was found near the surface; now-a-days holes are dug only a little way down with pick and shovel, even in the softest soil, after which a boring is made with a two-inch augur as deep as the pole is to be set, half a stick of dynamite is inserted and the hole is "blown out." The use of dynamite has increased the rapidity of telephone construction vastly and it has also tended to make construction gangs unpopular in some places. Thus in a certain New Jersey town the blowing out of a hole located near a back yard, where a week's wash was hung out to dry, resulted in sprinkling the spotless linen on the lines with a lib-

eral deposit of fine red earth dust and called for the payment of a crisp \$2 bill to a highly excited housewife.

The "erectors" follow the ground men closely. Each erecting gang carries a "butting board," "pike poles," a "deadman" and a "plumb bob." The butting board is placed upright in the hole for the pole to "butt" against so that the hole may not be enlarged during the process of erection; the pikes are for the pulling and hauling of the poles this way and that. The curiously named "deadman" is a tool used only in setting telegraph and telephone poles. In length the "deadman" is a little less than six feet, to correspond with the average live man. It is made of heavy, strong wood. One end is shod with a piece of pointed iron so that it will penetrate the earth a little way; the other end is hollowed out for the reception of the pole and furnished with a sharp steel pike.

The name dead man was first used after the killing of a live man who filled the place now filled by it. Erectors use the deadman as a prop while raising the pole. Having fitted the pole to the butting board the small end of the pole is lifted by main strength till it is about six feet in the air. Then the deadman is put in place underneath and the pole allowed to rest on it while the five men get a fresh hold and lift it a little higher. When this has been accomplished the deadman is shoved a few feet nearer the big or hole end of the pole and these operations are repeated till the pole is up. After the erectors the "strapping men" comes along with his plumb bob to see that the pole is exactly vertical, and he and the tappers complete the setting of the pole.

**Working in the Air.**

The wire stringers follow about two miles behind. They work much more rapidly now than formerly. In the old days they were content to put up one wire at a time; now they string ten together.

The first wire-stringing operation is performed by a man who drives a horse hauling the "running rope." To it is attached the "running board," formerly made of wood, but now of steel, triangular in shape and fitted with "snap hooks" somewhat like those on harnesses, to which the wires, as unwound from the reels, are attached. The rope is carried over the crosspieces of the poles and a halt is made for each pole as soon as the wires have reached it. While the horse has been hauling them a lineman has been climbing up the pole. He attaches each wire to its proper insulator with fingers so expert that the work is done at an incredible rate. Then he climbs down, makes for the next pole, 150

feet away, and repeats the operation. This goes on at the rate of forty poles to the mile and two and one-half miles a day (100 poles is a standard day's work), mile after mile, and day after day, till the line is completed. At every three-quarters of a mile the wires are cut, temporarily "deadened" to the insulators and new lengths of wire taken up. While the latter are being got in place the wires already strung are carefully stretched by another gang of men working with "block and fall." This

cause no end of confusion among telephone subscribers.

After the stretching comes "transposition" of the wires. "Transposition" means cutting two wires carried by the same cross-bar and crossing them at definite intervals so that the current travels first on one side and then on the other side of the line of poles. This is often overlooked in telegraphic construction, but never in long distance telephone work. A complete explanation of its why's and where-fors would need to be a treatise on induction and other intricate electrical phenomena, but a hint or two may be given. In modern telephony metallic and not ground circuits are used; that makes two wires necessary for each circuit so that ten wires mean only five circuits. Experience has shown that the magnetic current plays all sorts of pranks with the transmission of sound when a lot of wires running straight along are strung on the same poles. The pranks are mostly eliminated by transposing the wires, but curiously enough, it won't do to transpose two sets of wires which run over the same line of poles at identical points; for this leads to "complete parallelism," a phenomenon which all telephone men dread, but which few outside the business have ever heard of. Accordingly, a transposition "scheme" has to be worked out for every line, and when there are several wires the scheme is a highly elaborate affair. Like the man who fastens the wires to the insulators, the one who transposes them spends much of his time shinning up and down poles. He must have great experience, but his knowledge of electricity need not be great, no matter how complicated the transposition scheme, for it is made ready in advance and he has only to follow instructions. He is the last man to pass over the line. When he has finished the wires are as nearly ready to take as the overhead construction party can make them.

**Commissary and Material.**

So much for the actual construction work between towns. The commissary and material departments are quite as important, for the men must be housed and fed in their

hustling progress across the country and their materials must always be at hand.

The method of conducting the commissary department varies according to the nature of the territory passed through. In thickly settled regions the men eat and sleep at hotels, farmhouses and boarding houses along the route, hotels being preferred. The advent of a gang of eight men creates no end of excitement in each neighborhood, and, of course, their accommodation fills all the spare bedrooms and their materials must always be at hand.

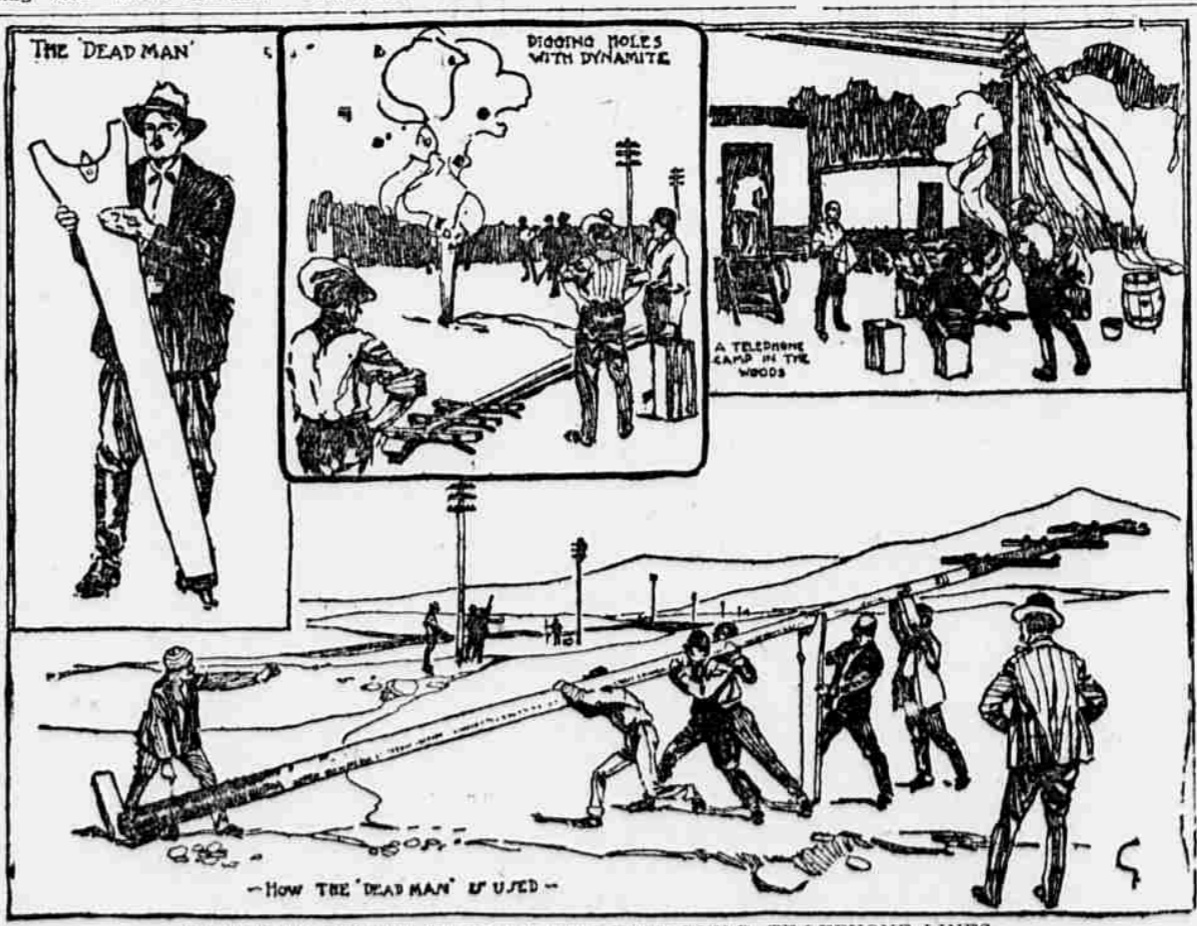
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all over the country, the engineer who drew the specifications for the line and the superintendent of construction. Working in harmony with the material man is the "framing gang," whose members assemble and put together the cross-pieces and poles. Their work is satisfactory only when the construction party finds everything it needs ready to hand at all points along the route. The commissary and material departments make extensive use of horses and mules, which are generally hired from farmers and others along the line, in the hauling of poles, wires, etc., and in the transportation of the men between sleeping places and their work. It is not at all unusual for a party of telephone builders to use from twenty to thirty teams, at least; sometimes a teamster will follow along the entire distance, but not often.

It will be seen that telephone construction leaves a broad trail of money throughout the regions traversed. Almost every one in every neighborhood gets some of it. Boarding house and hotel keepers, grocers, bakers, farmers and general dealers all come in for a share. Possibly the saloon keepers get least, since drinking among the men is frowned upon and discharge follows drunkenness with the certainty of fate. From time to time dismissals for this and other causes make the gangs short-handed and new men have to be taken on. Thus it falls out that nearly every existing telephone party include members from all sections of the union, east, west, north and south.

Entering towns, building and organizing exchanges and connecting the same with the trunk lines are the final operations, though generally carried on simultaneously with the wire-stringing. Formerly towns were entered on poles, but the time is undoubtedly coming when poles will be insisted upon in all municipalities, and, therefore, the long distance telephone now passes "the limits" invariably underground. This necessitates the employment of subway builders and cable-layers instead of groundmen, erectors and wire men, and of tile, wooden or metal conduits in place of poles. The erection of exchange buildings, the laying out and installation of switchboards, the putting in of batteries and dynamo, the establishment of lightning rods, the threading of the subways—all these operations call upon as many different sets of men as are employed in general construction, and all must complete their several tasks before the pretty girl operators may seat themselves before the switchboards and begin their interminable "helloing" to the talking wires.

Visitor—What kind of a building is that, Johnny? Is it a summer kitchen?  
 Johnny—No'm; it's a tannery.  
 Visitor—A tannery?  
 Johnny—Yes, that's where dad tans us. He calls it a washhouse.



INCIDENTS IN THE LIVES OF MEN WHO BUILD TELEPHONE LINES.



TWO IMPORTANT ADJUNCTS OF A TELEPHONE CAMP.

A thousand men are preparing the material for construction, meanwhile, but the work next in order, logically, is that of those advance couriers of the telephone, the "right-of-way men." Their first task is the securing of franchises or other legal permits from all the local authorities to go ahead. These were often overlooked in the early days of telephone construction, but never are now, lack of formal permits having been taken advantage of in some places by the ill-disposed, to the great inconvenience of the public as well as the telephone folk. It is in doing right of way work that the professional men with political aptitudes are employed. They are generated by a man who has had much previous right of way experience in various parts of the country, but local characters, possessed of "pull" with councilmen, town boards and other home authorities, are necessarily taken on, from au-

**Kodol**  
**Dyspepsia Cure**  
 Digests what you eat.

It artificially digests the food and aids Nature in strengthening and reconstructing the exhausted digestive organs. It is the latest discovered digestant and tonic. No other preparation can approach it in efficiency. It instantly relieves and permanently cures: Dyspepsia, Indigestion, Heartburn, Flatulence, Sour Stomach, Nausea, Sick Headache, Gastralgia, Cramps, and all other results of imperfect digestion.

Prepared by E. C. DeWitt & Co., Chicago.