Wonderful Expansion of the Irade in Holiday Greenery.

AN ARMY OF WORKPEOPLE EMPLOYED

Over \$3,000,000 Spent in Christmas Trees, Helly and Mistletoe in the United States. Where the Greens Come From.

estimation in which it is held." It was the 15,000 parts of roping to be used in its Christmas tree dealer who spoke, and while Christmas decorations. her and disappears as quickly as it comes. But the dealer, who has to compress his whole gathering of the stock begins in September the above estimate is much too low. and goes steadily on from that time until within a week or two of December 25.

get about all the trees we wanted within 100 miles of New York, and it was the same in

autumn and early winter, and brings Christmas money to many a country boarehold where the resources are few and the opportunities for extra earnings far between The chief center of the trade in Christmas greens, however, is, and has been for many years, in New Jersey, in the section of the state that lies between Keyport and Jamesburg just south of the Rarian river. Here the material that is gathered from all along it is picked and is shipped from the natures.

GIRLS AND WOMEN DO THE WORK. Among the Jersey pines the preparations of Christmas begin in late September when the balsam is gathered, before it gets too dry, and stored in great stacks around the sheds and long low outhouses in which the work of "making" Christmas greens is carried on. It is a community industry carried on by groups of families for the tion like a meeting of a New England sewing

of men are out all day cutting trim young balsams, pines and firs, gathering ground pine, cape flowers, holly, and in fact every sawing out and making into forms the lath mounted. Half a million feet of lumber are uged for this purpose every season. By the time a big supply of these requisites is accumulated the material which has to be brought from a distance begins to arrive. and New Hampshire; laurel and bolly are shipped by train from the south.
With the arrival of these supplies the

work of "making" is ready to begin. The twigs and small branches which are used for the wreaths and similar decorations are stripped off and piled in heaps beside each worker. On the other side are the frames and by the deft use of scissors, cord and wire the women turn out the finished pieces at an astonishing rate. They are paid by the piece, 7 to 8 cents per dozen the usual rate for wr while from 20 to 25 cents per dozen is paid for large pieces, such as anchora-crosses, ships and other more ekiborate designs. The fastest hands can make half a gross of the large pieces in a day, or a gross of plain wreaths, so that the earnings range from 76 cents to \$1.50. The very skillful workingwomen, who make the most elaborate designs and those requiring an artistic com-binetion of different materials, are paid at a still higher rate. While wages are good and work is hard, there is plenty of fun for the workers, too. On one or two nights of every week the floor of the workshop is usu

MARING A GREEN CHRISTMAS sity claimed and an impromptu dance to rold, at which all the young fishermen and boatmen of the neighborhood gather to make

ENORMOUS QUANTITIES USED. While a good deal of material is used in reaths and mars and other designs, even more is worked up into roping, which has come to be used in immense quantities for church, store and house decoration. Roping s usually mode with balsam, bemlock, and he meterials which are less desirable for single pieces. The small twigs stripped from the branches are twined on wire, the long strings are dipped in scalding green dye to give them a brilliant rolor and are then hung out of doors or in low sheds to dry before being sent to market. Some idea of the ex-tent to which this bounch of the business has "Is Christmas going out of fashion?" Well, season a single great department store in hardly, if my business is any indication of the

Christmas tree dealer who spoke, and while Acres are stripped every year to be to be to be was superintending a number of supply the greenery so characteristic of the men who were at work removing shapely sound firs from the little coasting steamer and alone something like 100 tons of princess pine. pilling them along the pier. "Few persons is used along with corresponding quantities have any idea of the proportions to which the trade in Christmas green has grown in this country," continued the dealer. "It has at man trees, which form a large item by them-least doubled within the cast few years and this season we expect to keep up the increase.

Most folks never think about the business end of the Christmas tree trade. I suppose, bedefined business are used each season in the many trees are used each season in the most folks never think about the business end of the Christmas tree trade. I suppose, bedefined business are used each season in the figures cannot be short of 2,000,000. Very likely they should be higher wand moticing that a small-sized forest springs than this. Some 200,000 evergreens were cut up in certain sections of the city every Decem- for this purpose in the Catakills and Adiron-ber and disappears as quickly as it comes. Sacks last year, and more than \$00,000 were binined in Maine, New Hampshire and Ver-A good many are cut in Pennsylvania, season's business into a few weeks, begins his while the southern states have enough for busiling in the middle of the summer. The their own uses. It would therefore seem that

Down to very recent years spruce and fir were the only trees used for Christmas. ithin a week or two of December 25.

"There's a good deal more competition now the field of decoration. But with the great then there was when I first started in the Increase in the demand for Christmas process business a dozen years ago. Then we could many other materials have been pressed into service. The cheaper trees are now pine and hemiock which are less desirable than the sprace because their spines are not so long Botton, Philadelphia and all the eastern cities and silky and are more apt to drop off aller Now a good share of our Christmas greenery to tree has been kept for a few divs. For comes from northern New England, and, whitereas the farmer used to be delighted to covered that their cape flowers with their bare us thear off his ground for him, now he bright berries produced a good effect, and charges from \$1 to \$2 per 100, and insists upon our taking everything clean, instead of number of similar growths could be utilized in the mode pieces. The biautiful juniper, selecting the most perfect growth, as we care which has always been highly esteemed in the mode pieces. did. In bringing the bulky stuff from such a distance too the cost of transportation is considerable. Still, one can buy a Christman tree now for about the price it would have brought ten years ago, and the growth in the volume of the trade makes our growing about the same, too."

The articles of Christman of New Jersey and the various club mosses. The gathering and "making" of Christmas Florida moss is sometimes used and two greens forms the chief occupation of many years ago a great quantity of it was shipped a worker from Maine to Florida during the

burg just south of the Rarian river. Here It is packed in big sixteen-foot cases just as the material that is gathered from all along it is picked and is shipped from the nearest the Atlantic coast is worked up into wreathe and coping and decorative designs of every smill bunches on the city streets. One New pattern. The Christmas trees themselves, of York Scaler last year sold 1,000 cases of bolly courses, go directly to market from the place where they are cut. A few of them are obtained from this same section, but most of the more hardy greens. It must be stored tained from this same section, but most of the more hardy greens. It must be stored them come from northern New York and every day until it is ready for shipment. Most of the others are merely sprinkled when most of the others are merely springed when they are out and are piled up in the most convenient spot. When ready for shipment they are doused with scalding water, which is allowed to freeze and is not thawed out

again until they are placed on sale.

It may be of interest to know that of the "English" mistletoe so conspicuously diswork of "making" Christmas greens is carried on. It is a community industry carried on by groups of families for the most part, though some of the largest dealers employ "help" from the towns for fifteen or twenty miles around. The work is mostly carried on by women and young folks and is eagerly welcomed by even the well-to-do the supply. Most of the mistletoe is obtained, buye nearly exhausted their supply. Most of the mistletoe eagerly welcomed by even the well-to-do country families, not only on account of the most of the most it brings, but because of its social side, for all the gossip of the countryside is gone over at these gatherings and the rooms is subject to this country come from Normandy, where it is so thick that the farmers look upon it as a nuisance. Some American of worldly goods a noted store—

This passing strange a man should be now brought to this country come from Normandy, where it is so thick that the farmers look upon it as a nuisance. Some American of worldly goods a noted store—

That what he is should not be more. every year, but it is generally regarded as in-

erior to the imported article.

It is difficult to compute how much the The gathering of material begins in earnest to pay for the greenery of Christmastide. For the trees about \$5 per hundred is usually paid to the woodsman who cuts them. some places a dollar or two must be added kind of plant or shruh that is made available for use either by its rich greenery or its. They retail at from 15 cents to \$5 each, according to size and quality. Out of this cording to size and quality. Out of this difference in prices comes the profit of the wholesale and retail dealers, and the cost of transportation. Princess pine, so much used for decorative purposes, costs \$50 per ton in New Hampshire, and freight adds nearly \$25 to this. One dealer need over ten tons of this last season, so that it forms Princes pine, which is used in immense no small item by itself. Holly brings from quantities, usually comes by boat from Maine \$60 to \$125 per case, and the original cost of mistletoe is entirely swallowed up by the expense of importing it. About 500 cases the were brought into New York list year, and. The as it sells for 25 cents a branch, this single





CHRISTMAS CHURCH DECORATION.

HIS CHRISTMAS GIFT.

What can I offer her, my sweet?
What's fair enough, what is most meet.
For love to take or give—
A smile, a kiss, a tender touch?
I fear I dare not proffer such
And hope to live,

And since I cannot gain or get
Jewel or gem or coronet—
Gauds that might please her well—
Must this fair season come and go
And bring her naught my love to show,
My dream to tell?

Nay, to such creed I'll ne'er subscribe; The love worth winning needs no bribe, So scorning sordid pelf, I'll offer her, as lover brave, best, the only thing I have, And that's myself,

CHRISTMAS ON THE BOWERY.

the title of an article in the December Cen-

Once a Year the Old New York Street Recalls Its Youth.

tury, written by Jacob A. Rills, author of "How the Other Half Lives." Mr. Rits says: The lights of the Bowery glow like a myriad winkling stars upon the censeless flood of humanity that surges ever through the great highway of the homeless. They shine upon long rows of lodging houses, in which tun-dreds of young men, cast belylous upon the reef of the strange city, are jearning their first lessons of ofter localiness; for what desolution is there like that of the careless crowd when all the world rejoices They shine upon the tempter, setting his shares there, and upon the missionary and the Salvation army lars, disputing his catch ith him; upon the police detective going his rounds with coidly observant eye intent upon the outcome of the contest; upon the wreck that is past hope, and upon the youth pausing on the verge of the pit in which the other his long since censed to struggle. Sights and sounds of Christ mas there are in plenty in the Bowery. Juniper and tamarack and fir stand in groves along the busy thoroughfare, and garbinds of green embower mission and dive impartially. Once a year the old street recalls its youth with ac effort. It is true that it is largely a commercial effort—that the evergreen, with an instinct that is not of its native bills, haunts saloon corners by preference; but the smell of the pine woods is in the oir, and Christinas is not too critical the oir and Oristmas is not too critical ings, says the New York Mail and Express, return home the simple breakfast was eater one is grateful for the effort. It varies with the approach of the Christmas holidays and then preparations for the dinner were the opportunity. At "Beefsteak John's" it is content with artistically embalming crulthe window lamp. Over youder, where the

mile post of the old lane still stands-in its unbonored old age become the vehicle of publishing the latest "sure cure" to the world—a florist, whose undecominational real for the Goliday and trade outstrips white disfunction of creed and property, has trans-formed the sidewalk and the ugly railroad structure into a verifable bower, spanning

it with a canopy of green, under which dwell with him, in neighborin good will, the Young Men's Christlen association and the gentile tailor next door.
In the next block a "turkey shoot" is in

In the next block a "turkey shoot is in progress. Crowds are trying their luck at progress. Crowds are trying their luck at the progress. Crowds are trying their luck at the progress. Crowds are trying their luck at the progress of water in from of a marine view with the moon rising yellow and big, out of a silver sea. A mut-of-war, with lights burning aloft, labors under a rocky crast. Grocey sallormen, on shore leave, make unsteady attempts upon the dancing balls. One mistakes the moon for the target, but is discovered in season. "Don't shoot that," says the man who loads the guns, "there's a lamp behind it." Three scared birds to the window recess try valuly to snatch a mo-ment's sleep between shots and the trains time go roaring overhead on the elevated road. Roused by the shorp crack of the rifles, they blink at the lights in the street and peck moodily at a crust in their bed of "Metry Christmas in the Tetements" is shavings.

The dime museum gong clatters out its noisy warning that "the lecture" is about to begin. From the concert hall, where mee sit drinking beer in clouds of smoke, comes the thin voice of a short-skirted singer warbling. To they think of me at home?" The young fellow who sits near the door, abstractedly making figures in the wet track of the "schooners," buries something there with a sudden restless turn, and calls for snother beer. Out is the street a band strikes up. 14 host with banners advances, chanting an unfamiliar hymn. the ranks marches a cripple on crutches Newsboys follow, gaping. Under the illiuminated clock of the Cooper institute the processic halts, and the leader, turning his face to the sky, offers a prayer. The passing crowds stop 'o listen. A few bore their heads. The devout group, the fizpping banners, and the changing torchlight on upcurned faces, make a strange, weird picture. Then the drume best, and the band files into its barracks across the street. A few was a large log which was su of the listeners follow, among them the lad all night and Christmas day.

with the Crowd. To him whose heart and mind are tuned n sympathy and affection for his fellow beings, says the New York Mail and Express, brings a certain delight which distinguishes and exalts this above all other seasons of the year. The world and its people undergo a radiant transformation. There is a thrill of expectancy, an air of harmless mystery and a whispered suggestion of piotting and counter-plotting in every household. Old in the halls only to disappear into dark clea-ets and other out-of-the-way places. Know-ing glances and smiles full of meaning pass between the partners in these puzzling con-But if there is secrecy and stealth in the homes, there is note in the great world outside. The streets and shops are all aglow with light and color and gayety, and at every turn one's eyes and ears are greeted with some new proof that the blossed Christ-mas time is surely coming. The thorough-fares are througed with a merry host of mothers, wives, sixters, and daughters, each of them here. of them bent upon some thoughtful errand of tenderness and love. Their faces are glorified with the gestle Christmas spirit. Their voices are sweeter, their laughter more musical and their master more gravious and chirming than at any other time of the year. The holiday festival is peculiarly their own. They charish and besutify it in the merry Christmas for her people ten thousand loving ways, and as it draws how sad or humble their lot near they sally forth to gather the precious something to be merry about. tokens which are presently to be given as offerings of remembrance and love.

Joy be with these Christmas shoppers, every one! Theirs is one of the tenderest and most lovable missions of womanhood and their unselfish example makes extravagance a virtue and parsimony a sin. There are more things to buy this year than ever are more things to buy this year than ever before. The great stores were never so at-tractive, the facilities for shopping comfort-oidly never so complete. And there is rea-son for rejoicing also in the fact that these gentle marauders, or very many of them, have more money than they had last year for these kindly deeds of giving. All these things lend brightness and cheer to the ria-ing volume of holiday eladness and they ing volume of holiday gladness, and they convey the unmistakable assurance that

TIDINGS OF JOY.

Philadelphia North American Now comes the time when little boys With curly, flaxen locks, A sudden liking take to wearing Papa's roomy socks,

And their big sisters gracious are To the young men who call, While the last mentioned are much pressed For time to call at all,

And mamma is most kind to pa, And studies with great care To pince his slippers by the fire, That he may find them there,

And all the while, with thoughtful micr. His beard the while a-stroking, He vows aloud, so ma can hear, That he has sworn off smoking.

Yes, yes the merry Christmas time, The happy days draw hear; The season that all human kind Holds doubly, trebly dear.

CHRISTMAS IN IRELAND.

Grandma's Recollections of the Da

When grandma was a little girl she lived in a little village in the County Cork in the beautiful Emerald Isle. As the people were of the middle class their Christmas festivities were not so expensive or elaborate as nowadays. Grandma said for many weeks the farmers' wives would save up eggs and choice fowl to bring to market and exchange for tea, sugar and other things for a Christmas feast. For a week before everything in the house was cleaned and polished and dressed with evergreen and holly. Christmas eve tea and a Christmas loaf made from raised dough, and as much raisins and currants as could be worked in. Grandma says it was far superior to the fruit cake of today. After supper all the old people in the neighborhood gathered in to see the Christmas block see in place in the back of the fireplace. This was a large log which was supposed to burn all night and Christmas day. The old men from the concert hall, who slinks mame-facedly in when he thinks no one is looking and danced jigs. The sweet loat, apples and danced jigs. The sweet loat, apples and eggnog were passed around and each old man eggnog were passed around and each old man was given a package of tobacco by his host On Christmas morning everyone was up as go to early mass, for the Irish people as a general rule never forget their God, and think little of tramping four or five miles in the snow or rain to attend mass. After the commenced. Everyone who can afford it has a goose, but many a dinner of bread, butter and meat, with tea and sugar as a treat-ne ples fruits or puddings to add in the way of dessert—are partaken of with thankful happy hearts. The children bide in all the and nooks and corpers willing to spring at the Old passerby with the cry of "Christmas box and young alike are engaged in this per-on you," and are rewarded with pence, bright plexing work of concealment. Strange look-ing bundles and packages begin to appear. The next day is called St. Stephens' day. The next day is called St. Stephens' day

Grandma says the boys would be out before daylight looking for a little bird which is found in Irelind in great numbers and is called the wren. It is to be found in a loo bush called the furze, and great is the re spiracles, there is an atmosphere of suppressed excitement in the family gathering in the evening, and everywhere a vague, tantalizing consciousness that something strange and wonderful is soon to happen. tree. The young men and boys form procession and murch around the illege stop ping in front of the inns and singing:
The wren, the wren,
The king of all birds.

Saint Stephens day was caught in the furze Although he's small his family's great— Rise up ye landlords and give us a trate.' And woe be unto the landlord who did no show a disposition to agree with the senti ment of the song. The wren furnished amuse ment for a day and a night. Grandma says twelve days after Christmas is called "little" Christmas, and that closes

the Christmas festivities. Ireland is spoken of us a land of tears and sorrow, but it takes but little to make a merry Christmas for her people. No matter how sad or humble their lot they can find L. M'ARTHUR.

CHRISTMAS SONG.

New York Sun. Oh, softly sweet, oh, softly sweet, an angel band on high
Held harmonies divinely rare torough the heaven-lit sky;
Touching tuneful harps of gold to sound most dulcet strains,
And mingling their pure voices o'er Judea's silent pinins.

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Wondrously, oh, wondrously, they told of the Lily Maid
And her Babe, the Lord of Hosts, in a lowly manger laid:
And stars learned low with ecstacy round the singing throng.
Attuning sleeping earth with love's ever-lasting song.

(Vitality Weak), made so by too close application to business or study; severe mental strain of strict. EXCLSESS in middle life or from the singing throng.

Attuning sleeping earth with love's ever-lasting song.

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