

Saturday's Great Sales at Brandeis Stores

J. L. BRANDEIS BOSTON STORE & SONS

Great Sale of All the

Women's Dresses

From the Jacob Cohen Stock worth up to \$15 at **\$6.98**

These are the highly fashionable one-piece wool and silk dresses that are so much in demand. Scores of the prettiest dresses in Cohen's great New York stock, including many samples. Fine serges, broadcloths, cashmeres and silks—trimmings of embroideries and silk and plain tailored effects—all colors and all sizes—actually worth up to \$15.00—

at **\$6.98**

All the Finer Groups

DRESSES

From the Jacob Cohen Stock worth up to \$35 at **\$15**

Nearly 50 dresses in this group. They consist of fine broadcloth in beautiful embroidered and



braided effects—fine prunella cloths, French serges, etc.—trimmed or plain—beautiful colors and the ultra smart and practical styles—worth up to \$35, at **\$15**

Fur Sets

Black Russian Lynx Sets—Large rug muff with big, wide shawl scarf, heads and tails, at **\$10**

Black and Blue Wolf Sets—With long full heavy fur throw and big Pillow Muff, at **\$19**

Fur Scarfs at \$10

Blended Brook Mink—Striped scarf with wide rug muffs, head trimmed, at **\$10**



Novelty Fur Sets

Novelty Sets—In Red Fox, Blue Wolf, Black Wolf, Blended Squirrel, Jap Mink with pillow and rug muffs and shawls or fancy scarf, at **\$35**

Sweater Coat Sale

This is a special sale of fine sweater coats bought at a great sacrifice. New and very well made sweater coats with high or low collars, two pockets, prettily stitched, made to sell from \$3.50 to \$6.50, at **\$1.90-\$2.98**

Brandeis Annual Millinery Offer!

Your Unrestricted Choice

Any Hat \$10

In Our ENTIRE STOCK no matter what the former price, at.....

In addition to our regular stock, we offer the newest millinery innovation—"Metallic Hats"—beautifully wrought turbans of metallic lace. We have just received them from New York where they were designed expressly for the New York Horse Show. Newest winter hats worn by New York's smart sets—for the cafe—for theater and for dress wear. They are included among our hundreds of hats; Saturday, one day only, at **\$10**



All the Ostrich Plume Hats.
All the Aligrette Hats.
All the Paradise Hats.
All the Fur Hats.
All the Marabout Hats.

All the French Hats.
All the Evening Hats.
All the Paris Dinner Hats.
All the White Fox Hats.
Brown Fur Hats.

Turbans draped to the head with mercury wings. Beautiful hats trimmed with long willow plumes. Large black and white hats for cafe and theater wear. Fur beaver hats in medium shapes with plumes. Simply trimmed little hats now so fashionable. Choice of our entire stock, at **TEN DOLLARS**



SPECIAL SALE OF Brilliant Hat Pins

Of Finest Cut French White Stones Our Own Importation

More than 50 styles of these beautiful brilliant hat pins now so much admired.

\$1 BRILLIANT HAT PINS 50c

\$2 Hat Pins \$1.25 \$4 Hat Pins \$2

\$5 Hat Pins \$2.50 \$6 Hat Pins \$3

Coronet bands for party and evening wear, inlaid with white stones, worth up to \$2, at **69c**

Carved and plain barettes, guaranteed not to break, worth 50c, at **25c**

Elastic belts, jet buckles, including black—**25c**

Leather shopping bag—your own initial in brass, at **\$1**

Belt Pins, brooch pins, pearl and coral beads, hat pins, cuff links, etc., worth up to \$1, at **25c**

A Special Clearance of Hair Goods SECOND FLOOR

Roman Braids, 36 inches long, \$5 values, at \$2.98	24 inches long, natural wavy hair, \$7 value, at \$5
Roman Braids, 28 inches long, \$12 values, at \$7.98	24 inches long, natural wavy hair, \$6 value, at \$5
Extra fine hair, 28 inches long, \$15 values, at \$8	24 inches long, natural wavy hair, \$3 value, at \$1.49
26 inches long, natural wavy hair, \$10 values, at \$7	
STRAIGHT HAIR SWITCHES	
18 inches long hair, \$1.50 value, at 98c	22 inches long hair, \$3.50 value, at \$2.78
20 inches long hair, \$2.50 value, at \$1.49	24 inches long hair, \$7 value, at \$5
HAIR ROLLS	
24 inch net covered roll, \$30 value, at 15c	24 inch washable rolls, 75c value, at 50c
Puffs, 8 in set, \$1.50 value, at 98c	Cluster Puffs, 10 and 12 in set, \$2 value, at \$1.50
Puffs, 6 in set, \$1.50 value, at 75c	Small pompadour, made of human hair, at 39c



J. L. BRANDEIS BOSTON STORE & SONS

GREAT SPECIAL SALE OF ALL THE

Children's Coats

From the Jacob Cohen Stock, New York

Worth Up **\$198 \$298** to \$7.50, at **\$1 and \$2**

Great lots of the finest children's coats in ages 2 to 14 years—made of bearskins, the new Billy Opossum coats—Ostrich cloth—broadcloth, kersey, etc.—all colors—all the prettiest childish styles—worth from \$3.50 to \$7.50 each, at—

\$1.98 \$2.98 AND **\$4.98**

CHILDREN'S COATS

All the children's pretty winter coats from the Cohen stock—worth up to **\$4.98**, \$10, at.....



CHILDREN'S COATS WORTH UP TO \$12.50 & \$15, at \$7.50

All the highest grade girls' and children's winter cloaks from the Cohen stock—smart as they can be and worth regularly up to \$15, at..... **\$7.50**

All the Women's High Grade Cloaks

Bought from the Cohen Stock, New York, WORTH UP TO \$25, AT \$10

Hundreds of strictly up-to-date broadcloths, kersey and novelty cloth coats in those smart plain tailored effects or the coats trimmed in braids—many satin lined—all long lengths—newest cut and up-to-date—

Positively Worth Up to **\$25**

—Saturday at **\$10**

DRUGS and Toilet Articles

25c Hydrogen Peroxide	9c	PATENT MEDICINES	
25c Sanitol Tooth Powder	14c	50c Milk's Emulsion	29c
25c Colgate's Tooth Powder	\$1.09	35c Castoria	32c
25c Colgate's Tooth Powder	20c	50c Syrup of Figs	45c
25c Sododont Tooth Powder	17c	\$1 Smith's Mountain Renovator	69c
25c Rosaline	18c	10c Lydia Pinkham's Vegetable Compound	89c
25c Diamond Nail Polish	18c	SUNDRIES	
75c Pompeian Massage Cream	59c	15c Chamols, special	9c
50c Mme. Yale's Almond Bloom Cream, special	45c	\$1 Traveling Cases, special	49c
25c Lillac Talcum Powder	8c	50c Duster (feather)	35c
50c Java Rice Powder	26c	10c Hair Receivers	5c
25c Satin Skin Powder	18c	25c Shinola Outfits	19c
50c Mme. Yale's Powder	40c	10c Shinola	7c
5 cakes Ivory Soap	19c		
15c Liquezone Soap	5c		
15c Colgate's Glycerine Soap	6c		
75c Rubber Gloves	39c		

BRANDEIS STORES

HARM DONE BY HYPNOTISM

Tragic and Comic Doings Suggesting the Revival of Witchcraft.

SALES OF SPOOKS AND THINGS

Hypnotic Suggestions, Mental Therapeutics, Malignant Animal Magnetism, and Awesome Activity of Ghosts.

Psychic doings, tragic and comic, weird charges of "malignant animal magnetism" and "mental mispractices" have lately been filling on top of one another in the vicinity of New York, and the average man has been wondering whether a revival of the age of witchcraft is imminent. Over in Somerville, N. J., there was a public exhibition of hypnotism last week in which Prof. Arthur Evertson threw his subject, Robert Simpson, into a trance and walked an his-tyal body, supported at the extremities on two chairs, and then was unable to awaken him. Evertson was arrested. He insisted that the subject was alive. Telegrams from all over the country gave advice, one of them reading, "Suggest heart action." An expert hypnotist from Newark arrived, and did suggest heart action to the rigid figure lying in the dead room of a hospital. "Bob, your heart action. Listen Bob, your heart action is strong. Bob, your heart begins to beat. Bob, do you hear beat? Bob, your heart is starting!" But it was not starting, and an autopsy showed that Simpson's aorta had been ruptured, whether as the result of strain during hypnotism or otherwise.

Stirring American Spooks.

Fellow passengers aboard the steamship Princess Irene of Madame Busapia Palladina, the celebrated Italian medium who is being imported to this country to stir up American spooks, told awesome tales of fevers during the Atlantic crossing. One young woman fainted, other passengers screamed and fled when Madame Palladina invoked ghostly armies, cold breezes,

black masks, hands that grabbed people's ankles and the like.

Although "animal magnetism," whether malicious or beneficent, has a new sound, it is merely one of the early terms, along with mesmerism, for hypnotism. The early experimenters thought that subjects were acted upon by rays emanating from crystal balls, bright lights and so forth. Brain, who made a pioneer scientific study of public phenomena, discovered that the subjects really acted on themselves. He demonstrated this in a case where a London scientist was producing wonderful cataleptics by the aid of magnets. Brain told the patient that he would put in her hand something more powerful than a magnet and thereupon threw her into a deep trance. But the mysterious objects more powerful than a magnet were only a purse and key ring. On another occasion he informed a woman friend that he had just got a sample of an American drug that acted through gases, causing nausea. He put a vial of colored water in her hand and she immediately became nauseated. The cure consisted in giving her another vial of colored water which was guaranteed to be the antidote.

Hypnotic suggestion.

The Emmanuel movement in this country is a revival of the early recognized, curative power of hypnotic suggestion. Ecstasies, constipation, paralysis, chorea, bad habits, abuse of drugs and liquor have been cured by mental treatment. It would be logical to assume that these diseases can also be caused by suggestion, although it is denied that the production of biliousness and changes of temperature are genuine hypnotic phenomena. The theory is that hypnotism causes the lower spheres of consciousness in which there is control over bodily functions which are normally involuntary; for example, the sweat glands and the intestinal muscles. Scientists deny that suggestion can set without the knowledge of the patient. Of course, there may be a subconscious knowledge which does not reach the higher levels of the mind.

Homopathy is cited by its critics as a brilliant example of suggestion.

According to Sir J. Y. Simpson, there was one homopathic notion so situated that the patient would have had to take a dose every second for 30,000 years before he would have consumed one grain of the

drug. Another medicine was so diluted that it would have required an accumulation of doses equal to sixty-four times the bulk of the earth to amount to one grain of medicine. Dr. Elisha Perkins of Norwich, Conn., in 1786, patented a brass and iron "tracer" three inches long, which was drawn across the forehead to cure toothaches and headaches. It was popular and successful.

Many kinds of mechanical means, as crystals, lights, the sound of a gong and passes with the operator's hands, are used to start the subject on the subliminal path. Experts variously give from three to nine stages of hypnosis, beginning with drowsiness and ending with deep somnambulism. Liebault says there is first drowsiness, then drowsiness with a possibility of suggestive catalepsy, then slight sleep with a possibility of automatic movements, then deep sleep in which the subject only hears what the operator tells him, then light somnambulism of which the waking memory is indistinct, and finally deep somnambulism with an entire loss of memory on awakening and a possibility of all the phenomena.

A Disputed Doctrine.

Evil suggestion, which is the scientific counterpart of "malignant animal magnetism," is a disputed doctrine. Some European authorities, as Luys, maintain that anything can be done with a hypnotized subject. A man may be poisoned or mutilated without the slightest after recollection. Subjects may be made to sign their names to promissory notes or wills. On the other hand it is maintained that the moral sense of subjects is even keener during the hypnotic period than in the normal state, and almost invariably resists evil suggestions.

Liebault, a member of the Nancy School of investigation, found that only 4 or 5 per cent of his subjects were amenable to criminal suggestions. Some subjects carried out the experimental crimes evidently because they realized that the deeds were not bona fide. An English experimenter suggested to a young shopkeeper, who had refused to play the role of a minister or that of a fish pedler, to put a lump of arsenic (actually sugar) in a friend's cup of tea. The young man did so, and when asked why he had poisoned his friend replied, laughingly, "Oh, he has lived long enough."

Many girl subjects refused to follow in delicate or impolite suggestions, even showing a moral squeamishness not of their waking state. One girl wouldn't help herself to a glass of water, deeming it impolite, and another refused to tell an anecdote which her mother regarded as a good joke. A young woman declined to put her fingers to her nose as an assistant in the experiments, although she laughed at the request. A physician hypnotized a girl

suffering from lung trouble and was surprised at her refusal to let him examine her chest. On being reminded that he had often made this examination, she replied, "You never before did it when I was asleep." When awakened she remembered nothing of the episode and apologized for her rudeness to the physician. Subjects do not usually recall in the waking state their hypnotic experiences, but remember them when again hypnotized.

Hypnotic Limits.

Bernheim had a girl subject who seemed to be entirely in the power of her operator, yet could not be persuaded to empty an ink bottle on her best dress. An American subject cheerfully obeyed orders to stab the operator with a card-board dagger, but when an open penknife was given her and she was told to repeat the act she hesitated and had an attack of hysteria.

More under the influence was a young woman subject of a European hypnotist who had trained her to go into a trance at the striking of a gong. She was crossing a street one day when she heard the chimes of church bells, became hypnotized, staggered about, was run down by a vehicle and killed. A somewhat similar case was that of an officer who had been hypnotized at a public performance and was accustomed to fall into a trance when ever he saw a shining light. One night a carriage lamp in the street produced the usual effect on him and he was walking toward it in peril of his life, when a companion seized him.

Although the plea of suggestion is not so common in criminal cases today as it was a few years ago, as far back as 1868 a tramp was tried and convicted in a European court of abusing a woman after hypnotizing her. In 1873 a dentist was charged with mistreating a young patient by suggestive power. In 1884, a man named Czynsky, was sentenced to three years in an Austrian jail for hypnotizing into pseudo-matrimony a Baroness von Z. aged 28. Dr. Volin reported the case of a woman who was hypnotized and used as the tool of extensive thievery by three criminals. Prof. Kraft-Ebing testified in favor of an accused shoplifter, who insisted that she had been hypnotized, and she was acquitted, but it was afterward found that she was a professional thief and had deceived her scientific champion.

Potency of Suggestion.

Suggestion is potent in criminal cases in another direction than the causing of crime. As administered by the police in the "sweating" system, it is a prolific cause of false confession. Robert E. Cantwell, a Chicago lawyer, has found 117 cases of execution for murder on "confessions" in which the alleged victims were afterward

found to be alive. At the Steinheil trial in Paris the other day a young man, probably self-hypnotized, rushed into the courtroom and proclaimed himself the assassin. A number of American psychologists, including Professors James and Munsterberg, believe that Richard G. Ivens, a young man who was executed for the murder of Mrs. Beattie M. Hollister in Chicago three years ago, was actually innocent and was hypnotized by the police into his "confession."

There are said to be three ways of "crafting" false ideas on the minds of others—first, by quiet and apparently sincere statements, repeated at intervals; second, by cunning "indirection" or the production of an inference, which is a mental trick; third, by violent forcing, which is the police "sweating" style.

The effect of continued hypnotism on the subject is a weakening of the will and intellect, and in nervous cases there is a risk of insanity. A trance is followed by nervous exhaustion and sometimes convulsions. A number of deaths have been reported during the hypnotic trance or following it. Bernheim reports a man of 37 who was hypnotized to relieve the pain of an inflamed leg; he began to breathe with difficulty and died in two hours, declaring that hypnotism had killed him. The post-mortem showed embolism of the pulmonary artery, and probably this was due to the excitement of the hypnotic process.

This case resembles the recent fatality in New Jersey. There was a physician who hypnotized his wife to extract a tooth without pain. He made a few passes; she shrieked and dropped dead. She had, it is said, no trace of heart disease. A well known Austrian subject, Ella von Salomon, became much excited one night preceding a séance, and died. The post-mortem showed nothing wrong with her except aneurism.

The Hindu fakir whose heart ceases to beat and his lungs to breathe for several days while he reposes in a grave is explained by the power of suggestion.—New York Tribune.

GRAVE GUARDED BY NIGHT

Precautions Taken by Family to Protect Tomb of Harriman.

To convince the member of the family of the late E. H. Harriman that his grave is nightly visited by a watchman at specific hours a time clock has been placed at his tomb in the Protestant Episcopal churchyard at Arden. The clock is carefully inspected by some member of the family every day and due record made of the time of each nightly visit. Resting between walls of granite and with the opening sealed with sixteen inches of concrete, it would be a difficult

matter for ghouls to open the tomb without risk of detection, but the fear of some such visitation prompted Mrs. Harriman to take additional precautionary measures. A time clock was accordingly installed at the grave and the night watchman instructed to register the time of his visits thereon. The tomb is visited twice every night, at about midnight and dawn.

The grave of Mr. Harriman was made near that of Mr. Harriman's first son, E. H. Harriman, Jr., who died twenty-two years ago. The walls were cemented to insure absolute dryness, and for a distance of eighteen inches from the top concrete was solidly packed. Upon this bed of concrete was laid a heavy iron chain. It is reported that this will in time be replaced by an imposing and costly granite monument.—New York Herald.

TEST BRIDGES UNDER STRAIN

Effect of Speed of Heavy Trains Recorded and Now Being Analyzed.

Dean F. E. Turneaure of the College of Engineering, University of Wisconsin will report the results of the 15,000 tests made on the effect of the speed of heavy trains on the members of steel and iron railway bridges, at the annual meeting of the American Railway Engineering and Maintenance of Way association in Chicago next March. Two years have been consumed in the investigations in which, Dean Turneaure says, nothing has been found to indicate that insufficient provision has been made in the past for safety, but rather that it had not been made in the same relative degree in large and small structures, and in the same members of a structure, to secure the maximum economy.

Heretofore little actual data has been available regarding the comparative effects of high and low speeds on steel bridges, so that allowances for such strain had to be made largely by guess work in the specifications and designs. A few isolated experiments were conducted with apparatus purchased in Germany, including those of Prof. Turneaure in 1907. Extreme difficulty and expense prevented further investigation until two years ago when Prof. Turneaure invented an electrical instrument to indicate the actual amount of bending, lengthening or shortening of the bridge members under stress. Twelve duplicates of the instrument were made in the university shops for the tests, which covered every part of some fifty bridges on eight railway systems, including the Santa Fe, Rock Island, Chicago, Milwaukee & St. Paul, Nickel Plate, Chicago, Burlington & Quincy, Norfolk and Western Pennsylvania and New York Central. The bridges ranged from

fifty to 400 feet in length and required from one to three days for a test of each.

For five weeks the first summer and nine the next, Prof. Turneaure, assisted by Prof. W. S. Kline, E. E. Parker, O. L. Kowalek and J. B. Komersy of Wisconsin university and Prof. C. L. Crandall, Prof. E. W. Reiger and A. C. Irwin of Cornell devoted themselves to the field work and during the past summer supplementary tests were made on one of the Missouri river bridges near St. Louis. The railways furnished for the tests the necessary heavy engines and loaded trains, which were run back and forth over the bridges at varying speeds, producing by the autographic recorder 15,000 diagrams, the data from which is now being assembled for the final report, which is expected to furnish a more rational and exact basis for bridge design, eliminating the element of guess work in providing for speed strain.

Dean Turneaure is of the opinion that not all of the fund of \$8,000 raised by the railroads of the country for the tests will be consumed, and that the remainder will be utilized in starting another series of tests involving a different feature of design. This will require a new type of apparatus to be developed during the coming winter in the laboratories of the college of engineering.

To Enjoy

the full confidence of the Well-Informed of the World and the Commendation of the most eminent physicians it was essential that the component parts of Syrup of Figs and Elixir of Senna should be known to and approved by them; therefore, the California Fig Syrup Co. publishes a full statement with every package. The perfect purity and uniformity of product, which they demand in a laxative remedy of an ethical character, are assured by the Company's original method of manufacture known to the Company only.

The figs of California are used in the production of Syrup of Figs and Elixir of Senna to promote the pleasant taste, but the medicinal principles are obtained from plants known to act most beneficially. To get its beneficial effects always buy the genuine—manufactured by the California Fig Syrup Co. only, and for sale by all leading druggists.

Does not Color the Hair

Ayer's Hair Vigor is composed of Sassafras, Glycerin, Quinine, Sodium Chloride, Castile, Soap, Alcohol, Water, Perfume.

Show this to your doctor. Ask him if there is a single injurious ingredient. Ask him if he thinks Ayer's Hair Vigor, as made from this formula, is the best preparation you could use for falling hair, or for dandruff. Let him decide. He knows. J. C. Ayer & Company, Lowell, Mass.