OPERATORS FLATLY REFUSE TO RECOGNIZE THE MINERS

Speak Bitterly of Latter as a Lawless Body With Whom They Cannot Treat.

Now Off.

SIDE OF THE CASE I have stated not to decide now, but

Offer to Submit Their Case to President and Tribunal To Be Selected by Him.

Washington, Oct. 3 .- The coal conference between the President and representatives of the operators and miners came to an end at the temporary White House at 4:55 p.m. today with a failure to reach an agreement. Apparently the rock upon which the conference split was recognition of the miners' union. The President had urged the contending parties to cease answer. strife in the interests of the public welfare; the miners, through the president of their union, had expressed a willingness to submit differences to ar- States: bitration of a tribunal to be named by the President, and to enter into an agreement to abide by terms fixed by operations in the coal mines in some the arbitration for a period of from ten | such way as will without a day's unto five years, and the employers, necessary delay meet the crying needs through the presidents of the coal of the people. We infer that you dethrough the presidents of the coal companies and a leading independent mine operator, had squarely refused arbitration, had denounced the miners' Mine Workers, 'to go back to work if labor organization as a lawless and you would appoint a commission to anarchistic body, with which they determine the questions at issue.' You could and would have no dealings, and distinctly say that you 'do not invite demanded federal troops to insure a discussion of your respective claims complete protection to workers and and positions.' But we assume that a their families in the mining region, statement of what is going on in the and court proceedings against the coal regions will not be irrelevant. miners' union, and had offered if the We represent the owners of coal mines men returned to work to submit griev- in Pennsylvania. There are from 15,000 ances at individual collieries to the decision of the judges of the court of paring coal. They are abused, ascommon pleas for the district of Penn- saulted, injured and maltreated by the

both the miners and the operators are are deterred from working by intimistill in the city, but tomorrow they re- dation, violence and crimes inaugurturn to their several localities, each ated by the United Mine Workers, saying at a late hour that the struggle over whom John Mitchell, whom you will continue.

It was a remarkable chapter in the economic history of the country that ted by the members of this organiza-was written today. For the first time tion. 'The domestic tranquility' which the President of the Republic had intervened directly between the great object of government does not exist forces of capital and labor in an effort in the coal regions. There is a terrible to avert what he himself regarded as a great national calamity. The result | Only the lives and property of the was to bring the principals in the con-troversy face to face with the whole order which declared that the locals country, eagerly intent and watchful should have full power to suspend of their doings. Technically, the issues operations at collieries until the nonbetween the two great forces stand as union men joined their order, are safe. they did before the President summoned the representatives of the conand forgetting his own acute suffering, besought them, for love of the great country wherein they dwelt, and out of pity for the countless throng of suffering poor, to adjust their differences and work together in peace for the In express terms it declares the right commonwealth.

What, if anything, will result from the conference is for the indefinite riot and anarchy is too great to be ap-

AN OFFICIAL STATEMENT

What Transpired at the White House Conference.

At the temporary White House tonight the following official statement to the coal regions. Gradually the ference today:

The operators and representatives of the miners were presented to the President. Those at attendance were: George F. Baer, president Reading Railway; W. H. Truesdale, president Delaware, Lackawanna and Western; E. B. Thomas, chairman of the board, Erie Railway Company; Thomas P. Fowler, president New York, Ontario and Western Railway; David Wilcox, and general counsel Delaware and Hudson Company; John representing independent operators; John Mitchell, president of the United Mine Workers of America: Thomas Nicholls, Thomas Duffy, John Fahy, district presidents United Mine Workers of America: Attorney-General Knox, Secretary Cortelyou, Carroll D. Wright, commissioner of labor.

'The President, at the outset, expressed his hearty thanks for their attendance, and stated that owing to peculiar relations to the situation he felt that he should make a very careful statement of his position and of his intentions in asking them to and inconvenience to the public Penn-

[The President's statement was given

earlier dispatches.]
"Upon the completion of the President's remarks Mr. Mitchell made a statement as follows: "Mr. President: I am much impressed with what you I am much impressed with the gravity of the situation. We feel that we are not responsible for this terrible state of affairs. We are willing to meet the gentlemen representing the coal operations to try to adjust our differences among ourselves. If we cannot adjust them that way, Mr. President, we are willing that you shall name a tribunal who shall determine the issues that have resulted in the strike, and if the gentlemen representing the operators will accept the award of decision of such a tribunal, the miners will willingly accept It, even if it is against their claims. The President-Before considering what ought to be done. I think it only just to both of you-both sides-and from any standpoint, that you shall have time to consider what

Refreshing and Agreeable. CALVERT'S CARBOLIC

P. C. CALVERT & Co., Manchester, Eng.

All Peace Negotiations Are I have stated as to the reasons for my getting you together, and I shall trespass so far upon your good nature as by on fear on our part of our ability to ask that this interview cease now, to continue the contest to a successful and that you come back at 3 o'clock. I should like you to think over what

"The conference then adjourned un- side of right, we are able to continue

give it careful thought and return at

Upon reassembling Mr. Baer spoke as follows: 'Mr. President, do we understand your correctly, that we will be expected to answer the proposition submitted by Mr. Mitchell this morn-

REIGN OF LAWLESSNESS.

President Baer So Refers to Conditions in Strike Region,

"The President-'It will be a pleasure to me to hear any answer that you are willing to make.

"Mr. Baer-'I have prepared an "Statement by Mr. G. F. Baer, president of the Reading Railway, was then

'To the President of the United

We understand your anxiety is forcibly expressed in the statement you read to us this morning to bring about 'an immediate resumption of sired us to consider the offer of Mr. Mitchell, verbally made this morning, expressing and speaking for the United sylvania in which the colliery was lo-cated. United Mine Workers. The can only work under the protection of armed There the matter closed. Tonight guards. Thousands of other workmen

done there. They speak about burnings. There was a reward offered for invited to meet you, is chief. I need not picture the daily crimes commitevery constitution declares is the chief reign of lawiessness and crime here. mining of coal, and when mined, Mittending forces to the national capitol, chell's men dynamite bridges and would affect reconciliation. tracks, mob trainmen, and by all "The President then asked the remanner of violence try to prevent its presentatives of the anthracite comshipment to relieve the public. The panies whether they would accept Mr. constitution of Pennsylvania guarantees protection to life and property.

of acquiring, possessing and defend-

ing property to be inalienable. When

out the State troops to suppress it. He

the State to protect life and property

truce, but the peace of the law which

protects every man at work and going

Unless encouraged by false hopes,

order soon will be restored, and then

we can mine coal to meet the public wants. If the power of Pennsylvania

is insufficient to re-establish the reign

of law, the constitution of the United

States requires the President, when re-

quested by the Legislature and the

governor, 'to suppress domestic vio-

lence.' You see there is a lawful way

of the hour is not to waste time nego-

tiating with the fomenters of this an-

archy and insolent defiance of law, but

to do as was done in the war of re-

bellion-restore the majesty of law, the

only guardian of a free people, and to

re-establish order and peace at any

cost. The Government is a contempt

ible failure if it can only protect the

lives and property and secure the com-

fort of the people by compromising

with the violaters of law and the in-

stigators of violence and crime. Just

now it is more important to teach ig-

norant men, dwelling among us, mis-

led and used as tools by citizens of

other States, that at whatever cost

sylvania will use the whole power of

government to protect not only the

man who wants to work, but his wife

and children while he is at work, and

to punish every man who, by instiga-

tion or by overt acts, attempts to de-

prive any man of his liberty to work.

accept Mr. Mitchell's considerate offer

to let our men work on terms he

names. He had no right to come from

Illinois to dictate terms on the acceptance of which anarchy and crime shall

cease in Pennsylvania. He must stop

his people from killing, maining and

the wages existing at the time of the

strike and to take up at each colliery

and adjust any grievance,' this fur-

ther condition: If the employers and

employes at any particular colliery cannot reach a satisfactory adjustment

of an alleged grievance, it shall be re-

ferred to the judges of the court of common pleas of the district in which

the colliery is situated for final deter-

mination.—(Signed) George F. Baer, president Philadelphia and Reading

Coal and Iron Company and Lehigh and Wilkesharre Coal and Iron Com-

THE MINERS' OFFER

Ready to Submit Differences to President's

Tribuna!.

"The following is the text of the

statement made by official representa-

pany and Temple Iron Company.

Pennsylvania citizens, and

Under these conditions we decline to

to secure coal for the public. The duty

and to establish peace-not an armed

Mitchell's proposition. They answered 'No.' "In response to a further question from the President, they stated they would have no dealings whatever with Mr. Mitchell looking toward a settlepeased by the civil power, the gover-nor of Pennsylvania is bound to call ment of the question at issue, and that they had no other proposition to make save what was contained in the statement of Mr. Baer, which in effect, was must fearlessly use the whole power of that if any man choose to resume work and had a difficulty with his emply er, both should leave the settlement of the question to the judge of the court of common pleas of the disto and from work. He has sent troops trict in which the mine was located. "At about 5 o'clock the conference

mine workers whom we have the honor to represent, we have, after most care-ful consideration and with the hope

of relieving the situation and avert-

say that we are not prompted to sug-

gest this course because of any doubts of the justice of our claims. In de-

ferring to you wishes we are prompted

issue. Thanks to the generous assistance rendered us by our fellow-

whose sympathies are always on the

of our ability to demonstrate to any

impartial tribunal the equity of our demands, for higher wages and im-

proved environment, we propose that the issues, culminating in this strike, shall be referred to you and a tribunal of your own selection and agree to accept your award upon

all or any of the questions involved. If you will accept this responsibility

operators will signify their willingness

to have your decision incorporated in

an agreement for not less than one year or more than five years, as may

be mutually determined between them-selves and the anthracite coal mine

wages which you and the tribunal ap-

pointed by you shall award; we will immediately call a convention and recommend a resumption of work.

upon the understanding that the wages

which shall be paid are to go into effect from the day upon which work is resumed. Very respectfully yours, Joan Mitchell, president of the Unit-

ed Mine Workers of America; John Fahey, Thomas Duffy, D. D. Nicholls,

if he had anything further to say.

MINERS BLAMED FOR EVERY-

THING.

made by the gentlemen that twenty murders have been committed in the

anthracite coal regions during the

name the men and will show that they

have committed the murders, I will resign my position. That is a fair proposition, Mr. President; that it is

a fair example of how our organiza-tion and our people are maligned. The

truth of the matter is, as far as I

know, there have been seven deaths,

unfortunately. No one regrets them

more than I do. Three of them were committed by the coal and iron police,

and no one else has been charged with them. God knows the miners do not

present strike is untrue. If they

"Mr. Mitchfell said: 'The charge

"The President asked Mr. Mitchell

district presidents.

workers, and will pay the scale

the representatives of the coal

was brought to a close without agreement. Today the views of the contenders n the great industrial struggle were so extreme and wide apart that there was no middle ground possible, and so the conference came to an end without any agreement for its continuation. immediate parties to the strike say they will continue as heretofore. What ourse the administration will take next, no one is prepared to say.

TO DEVELOP OLD FIELDS

Plan on Foot in Massachusetts to Work Deserted Mines.

New York, Oct. 4 .- Deposits of anthracite coal in Massachusetts which were once operated on a large scale may be again utilized if present conditions continue, says a Boston dis-

patch to the Times. In 1835 a bed of anthracite was discovered in Mansfield, which has since been explored, and with others in that place, proved to be of considerable importance. It was thought at the time that they would develop into extensive and valuable coal fields. Three companies opened pits in different places, but times were hard and operations were suspended in 1838 in the hope of obtaining aid from the State to resume on a larger scale.

APPEAL FOR MEDIATION

Mass Meeting at New York Urges Co-Operation of All Classes.

New York, Oct. 3.-An appeal for from destroying property. He must mediation in the coal miners' strike stop it, because it is unlawful, and has been issued by a committee which mediation in the coal miners' strike not because of any bargain with us. met at the University settlement and We will add to our offer 'To continue adopted resolutions "calling upon all adopted resolutions "calling upon all loyal citizens, all churches and religious societies, all philanthropic, inlustrial, social or educational institutions to exert their influence in every possible way in favor of such a plan of mediation as will meet the opproval of all fair-minded persons and end the present suffering and strife." The resolutions are signed by many ministers, and their brethren are es-

pecially urged to make them the basis of an appeal to their congregations. DISMAY IN NEW YORK

Failure of Negotiations Causes Much

Alarm. New York, Oct. 4.-Coal dealers in this city were dismayed by the news that President Roosevelt's efforts to effect a settlement of the differences tives of the miners' union: 'Wash-ington, D. C., Oct. 3.—1902: Mr. Presi-the miners had come to naught. Coal dent: At the conference this morning, retailed in the tenement districts is we, the accredited representatives of now selling at 30 cents a pail, which the Anthracite Coal Mine Workers, makes a ton cost \$27 50. For a num-

were much impressed with the views ber of years the Salvation Army has you expressed and the dangers to the welfare of our country from a prolongation of the coal strike that you so clearly pointed out. Conscious of the responsibility resting upon us, conscious of our duty to society, concountry that the army is unable to obtain a supply for the coming winter. conscious of our duty to society, con-scious of our obligations to the 150,000 COAL F

COAL FROM FRANCE. A firm of miners and dealers which shipped a year ago 2,500 tons of anthracite to Rouen, France, as an exing the sufferings and hardship which periment, has found that the coal was not used, and has bought it back, and would inevitably follow in the wake of a coal famine decided to propose a resumption of coal mining upon the lines hereinafter suggested. Before doing so, Mr. President, we desire to sold it here for delivery on its arrival. Although the cost of reshipment to this country is calculated at \$4 a ton, the

deal will be profitable. A steamer will sail early next month for this port with 6,000 tons of Scotch anthracite. This will be the first importation of Scotch coal. Thus far more than 50,000 tons of foreign anthracite has been brought to this port since the strike reached an acute stage. The great bulk of this was purchased workers in this and other lands; thanks by the gas and elevated railroad comto a justice-loving American public,

side of right, we are able to continue thes truggle indefinitely; but confident MINER'S LIFE OF DRUDGERY

They Face Death in Many Guises

Dangers and Hardships Encountered Daily by Men Now on Strike.

from Childhood to Grave.

"I'm 12 years old, goin' on 13," said the boy to the boss of the breaker. He didn't look more than 10, and he was only 9, but the law said he must be 12 to get a job. He was one of a multitude of the 16,000 youngsters of the mines, who, because miners' families are large and their pay comparatively small, start in the breaker before many boys have passed their primary schooling. From the time he enters the breaker there is a rule time he enters the breaker there is a rule of progress that is almost always followed. Once a miner and twice a breaker-boy, the upward growth of boy and man, breaker-boy to miner, the descent from manhood to old age, from miner to breaker boy—that is the rule. So the 9-year-old boy who is "12, goin' on 13," starts in the breaker. He gets from 50 to 70 cents for ten hours' work. He rises at 5:30 o'clock in the morning, puts on his working clothes, always soaked with dust, eats his breakfast, and by 7 o'clock he has climbed the cark and dusty stairway to the screen room where he works. He sits on a hard bench built he works. He sits on a hard bench built across a long chute, through which passes a steady stream of broken coal. From the coal he must pick the pieces of slate or rock slate or rock.

It is not a hard life, but it is confining and irksome. Sitting on his uncomfortable seat, bending constantly over the passing stream or coal, his hands soon become cut and scarred by the sharp pieces of slate and coal, while his finger nails are soon worn to the quick from han I do. Three of them were ted by the coal and iron police, one else has been charged with God knows the miners do not being charged with everything here. They speak about burnthere was a reward offered for the coal and intensely cold in winter. In many of the modern breakers, to be sure, steam-heating pipes have been introduced into the screen rooms, and fons have been missed in some breakers. ings. There was a reward offered for burnings. I can bring affidavits of a hundred people, if necessary, that the lightning caused one burning that they charged to the United Mine Workers. Mr. President, I have admitted on more than one occasion that there has been some lawlessness, but I will say that a large portion of such lawlessness has been provoked by criminals who have been brought into the anthracite regions to recruit the coal and iron police. I want to say, Mr. President, that I feel keenly the attacks made upon me and my people, but I came here with the intention of but I came here with the intention of through the door, which controls and doing nothing and saying nothing that would affect reconciliation.' all day, save when other men and boys pass through his door. Not many of these boys care to read, and if they did it would be impossible in the dim light of their small lamp. Whittling and whistling are the boy's chief recreations. The door-boy's wages vary from 65 to 75 cents a day, and from this he provides his own lamp, cotten and oil amp, cotton and oil.

Just as the breaker-boy wants to be a Just as the breaker-boy wants to be a door-boy, the door-boy wants to be a driver. When the mules are kept in the mines, as they usually are, the driver-boy must go down the shaft in time to clean and harness his mule, bring him to the foot of the shaft and hitch him to a trip of empty cars before 7 o'clock. This trip of cars varies from four to seven, according to the number of miners. The driver takes the empty cars to the working places and returns them loaded to the foot of the shaft. They are then hoisted to the surface and conveyed to the breaker, where the coal is cracked, sorted and cleaned, and made ready for the market. There are today

ready for the market. There are today 10,000 drivers in the anthracite coal mines. These boys are in constant danger, not only of falling roof and exploding gas, um they supply their own lamps, cotton and oil. When the driver reaches the age of 20,

When the driver reaches the age of 20, he becomes either a runner or a laborer in the mines, more frequently the latter. The runner is a conductor, who collects the loaded cars and directs the driver. The laborer is employed by the miner, subject to the approval of the superintendent, to load the cars with the coal which has been blasted by the miner. As a rule he is paid so much per car, and a definite number of cars constitute a day's work—the number varying in different work—the number varying in different mines—averaging from five to seven, equaling from twelve to fifteen tons of coal. The laborer's work is often made coal. The laborer's work is often made difficult by the water and rock which are found in large quantities in coal mines.

There are 24,000 laborers in the anthracite mines of Pennsylvania, each one of whom is looking forward to becoming a miner in the technical sense of the word—that is, the employer of a laborer. To do this, a laborer must have had two years' experience in practical mining, and be able to pass an examination before the district board. If he passes he becomes a centractor as well as a laborer, He enters into a contract with the company to do a certain work at so much per car or yard. He blasts all the coal, and this involves judgment in locating pany to do a certain work at so much per car or yard. He blasts all the coal, and this involves judgment in locating the hole, skill in boring it, and care in preparing and determining the size of the shot. The number of blasts per day ranges from four to twelve, according to the size and character of the vein. He is responsible for the propping necessary to sustain the roof. According to the law of the State of Pennsylvania, the company operating the mine is obliged to furnish the miner the needed props, but the miner must place them at such places as the mine boss designates. Most of the boring is now done with hand machines. The miner furnishes his own tools and supplies. His powder squibs, paper, soap and oil he is compelled to buy from the company which employs him. His equipment includes the following tools: A hand machine for drilling, drill, scraper, needle, blasting barrel, crowbar pick, shovel, hammer, sledge, cartridge-pin, oil can, tool box and lamp. As a rule, he rises at 5 a.m.; he enters the mine shortly after 6. In some cases he is obliged to walk a mile or more underground to reach his place of work. He spends from eight to ten hours in the mine. Taking 300 days as the possible working time in a year, the anthractic miner's daily pay for the past twenty years will not average over \$160 a day, and that of the laborer not over \$135.

The dangers are many. He may be crushed to death at any time by the

age over \$1.60 a day, and that of the laborer not over \$1.35.

The dangers are many. He may be crushed to death at any time by the exploding of gas or blown to pieces by a premature blast. So dangerous is his work that he is debarred from all ordinary life insurance. In no part of the country will you find so many crippled hove and broken-down men. During the last 30 years over 10.000 men and boys have been killed and 25,000 have been injured in this industry. Not many old men are found in the mines. The average of those killed is \$2.13.

It is an endless routine of duli plodding work from \$ years until death—a sert of voluntary life imprisonment. Few escape. Once they begin, they continue to live out their common-place, low-layeled existence, ignoring their daily danger, knowing nothing better.

"CANADA'S GREATEST HOMEFURNISHERS."

FIRST IN CARPETS

There is no doubting our supremacy in Carpets. Five minutes observation of the wonderful range of Carpets on the first floor supplies indisputable evidence. It is a remarkable gathering of floor coverings from the most noted of the world's manufacturers. Years of experience and closest study of the tastes of the best shoppers, which our trade furnishes as no other does, enables us to present an array of Carpet stocks that has no near parallel in any other house in Canada. Our long experience in the business, and our large buyings, has given us entire control of the best output of many of the greatest manufacturers. They will sell to no other house in Canada. Many of the goods shown represent designs of the best artists, made after our own suggestions specially for ourselves, in colorings the newest and most desirable. The particulars that follow will interest you:

-800 pieces of the Famous Bobbin Brussels has come to us from a leading English manufacturer, who did not wish to place them on the home market. The same quality of Brussels is usually sold at \$1.25 a yard, we bought this lot to enable us to sell them at 90c. Small patterns prevail—suitable for halls, libraries and bedrooms.

-We recommend Axminster Carpets for drawing-rooms rather than Brussels, and have over 75 patterns to select from-beautiful verdure self-color effects, in rose greens, and blues, and also some beautiful designs after the style of Oriental Russ.

-The Royal Albert Axminster has perhaps no equal for hard wear. We can always recommend it. -The silky worsted Victorian Axminster is a carpet riade in fine delicate tones for the most luxurious drawing-rooms. We have a few lines of Victorian Axminster to clear at \$1 75 that were

-This season we have gone in for 4-4 stair carpe's in Axminster. These are used to match Orien-

-Our seamless Axminster Carpets are made in colors and designs to correspond with the decorations of the home, and are sold at \$6.50, \$8.00, \$9.00, \$10.50, and \$12.50 square yard.

-The Wilton is a great carpet for hard wear, and we have imported more strongly this season than in any former year. The "Crown Velvet" in Wilton we especially recommend for wear. Per yard \$1.50.

-Our Wilton Carpets at \$1.35 and \$1.75 and extra superior at \$2.25 are wonderful values. -English Wool Carpets for use in bedroom or dining-room. The colors can be guaranteed. Special

First in Rugs

Here victory is easily achieved. Other stores make no pretense to carry a stock of Rugs of the variety and quantity you find here. They are gathered in many cases from the most distant parts of the Orient; beautiful Indian and Turkish goods, with all the charm of color and all that is characteristic of the Orient. More and more, and ever more, Rugs are becoming popular as floor coverings. We go into detail:

-Wilton Rugs, 12x9, \$25.00.

-Axminster Rugs, 10.6x9, \$30; 12x9, \$35.00; 13.6x10.0, \$45.00; and up to \$12.50 per square yard.

-Antique Rugs, 3.11x2.10, \$8.50; 4.8x3.4, \$12.00; 4.9x3.4; \$12.00; 5.1x3.4, \$12.50; 6.10x4.10, \$17.50; 6.9x5, \$22.00; 11.9x3.1, \$25.00—and many other sizes and prices.

-Yaprac Rugs, 9.6x5.11, \$26.50; 12.8x8.8, \$42.50; 18.8x10.6, \$75.00, and other sizes. -Donagan Hand Tufted Rugs, the product of the industries of Ireland, size 12x9, \$85 00, and size to

-Afghan Rugs, 9.6x6.10, \$75.00. -Wool Squares, in heavy yarns, and in the newest designs by Voysey, colors, blues and greens mixed with other art shades, 9x10.6, \$11.00; 9x12, \$12.50; 9x13.6, \$18.75; 10.6x12, \$14.25; 10.6x15, \$18.00. -This is a large feature in the rug department-Indian Durries to go on plain covers, suitable for cosy dens, colors very durable.

First in Linoleums and Oilcloths

You'll find these in the basement-a name that you may say is a misnomer as you understand a basement-a light, roomy, cheerful section of this big store. Linoleums and Oilcloths here in quantities sufficient for the largest order of hotel or public building, or in smallest quantity for most modest wants of individual customers. All the best qualities, and at special prices:

-Stains' Inlaid Linoleums and other well-known makes, 6 ft. wide, per square yard, 75c, \$1.10 and \$1.35.

-Many new designs this season in the best Inlaid Linoleums for public buildings, as well as

for kitchens and pantries. -Cork Carpet-in view of the increasing popularity of cork carpets, we have had made up for us a special design in new green—very soft effect when put down—special per square yard,

-New Inlaid Wood surround, that can scarcely be

-Some very beautiful effects in inexpensive Linoleums and Oilcloths, well suited for bathrooms, These are in colors to match the walls, in blue white, green and white, etc., per square yard, 50c and 60c. -Cocoa Mattings and Mats in different widths

Business With Mail Order Customers

The business of this house extends from the Atlantic to the Pacific. In the leading cities and towns of the Dominion you will find homes made more beautiful because furnished in part or whole from the stocks of this store. It may be a carpet for one room or several rooms; one or more pairs of lace curtains; a single piece of furniture or the whole house to be furnished. Distance from Toronto does not prevent you from profiting by the facilities of this store. We give completest attention to mail orders. Write us about your smallest or largest wants.

JOHN KAY, SON & CO., LIMITED,

36-38 KING STREET WEST, TORONTO, CANADA.

FACTS FOR BUSINESS MEN.

The one who interviews the average business man with reference to advertising will possibly grow skeptical about the value of advertising. The business man will soon think he has the enthusiastic advertising advocate crowded into a corner by his statements that advertising does not pay the advertising man will be forced, out of politeness, into some sort of an admission that advertising is not as profitable is it should be. The difficulty is usually with the advertis-ing. It is probably safe to say that all advertising is just as profitable as it deserves to be. It is successful or sort will not be the one who is com-plaining that it does not pay. The man who makes it pay will usually be the one who is doing some sort of distinctive advertising in which he can take a great deal of pride and the profits are sufficient to give him a great deal of pleasure. If the statements of the average business man are true, that advertising does not pay what it should, it is probably true also that the business man is not making the advertising as good as it should The best advertising pays. It's the quality of the work that makes the worth of the statements that bring the rewards to the promoters. If all the advertising is well done it will all be more profitable. The worth of the announcement is what gives it value. The strength of the business man is seen in the advertising he writes. It is unfortunate that it does not pay but it is equally to be regretted that the fault cannot be properly placed by the

Literary Notes.

Leslie's Monthly.

Frank Leslie's Popular Monthly for October is, as usual, full of good things. A clever sketch of Robert Edeson in "Soldiers of Fortune" is the frontispiece, and the article to correspond is found further on. A thoughtful article on "Beef" by Earl Mayo; "Practical Radiography," "The Story of Harry Tracy," "William S. Devery," a character sketch, and "A Plea for Suffrage Restriction in the South.' form the more solid part of the magazine, while "The Romance of a Razorback," a weirdly interesting tale by Broughton Brandeburg, "The Kingdom of the Sun," a still eerier story by Leo Crane, the most amusing. "Confessions of a Book Agent," by Albert Gallatin it fails because of the quality or character of the advertising itself. The man who knows how to do the right Elizabeth MacCracken; a quatrain by Elizabeth MacCracken; a quatrain by Bliss Carman and the "Marginalia, which is always a feature of Frank Leslie's, form the lighter part, all uniting to make a very readable maga-

October Smart Set.

A story of compelling interest is Frank Lee Benedict's "Turn of the Wheel," the novelette with which the October Smart Set opens. It is marked by rapidity of movement, distinctiveness of plot and great dramatic force ture of modern social life. Mrs. Everard Cotes (Sara Jeanette Duncan) contributes an entertaining picture of a certain phase of American life entitled "The Entertainer." Other short steries of merit and variety are furnished by Arthur Symons, Stuart

F. Patterson, Gertrude Lynch, James Branch Cabell and others.

A thoughtful article on the "Immor-alities of Music," by M. de Dunois,

calls attention to the vices that flourish alongside of the virtues in this art, and there are other prose contributions by Douglas Story, Roy Melbourne Chalmers, Emma Wolf and Charles Gordon Rogers.

The poems of the number, which cover an extremely wide range are by such well-known people as Bliss Car-Clinton Scollard, Frank Roe man. Batchelder, Ella Wheeler Wilcox, Theodosia Garrison, Ethel M. Kelley



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