

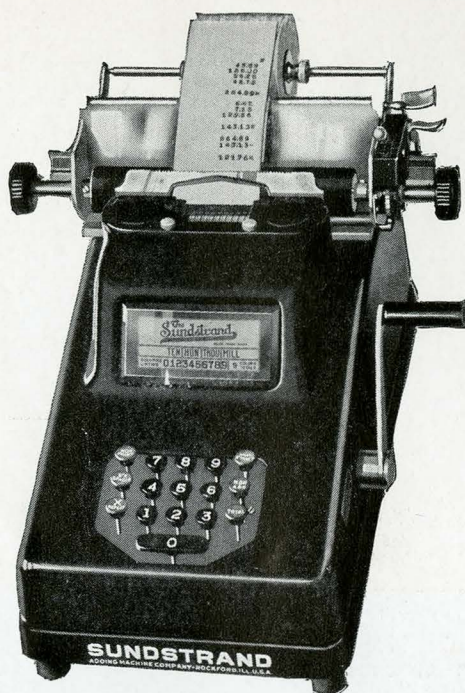
BUSINESS WOMAN



Vol. 4 No. 7

JULY, 1929
Toronto

Price 20 cents



The *Complete* Figuring Machine

(AN UNDERWOOD PRODUCT)

Only 10 Keys

There is only ten numeral keys on a Sundstrand. Figures are set up on the keyboard just as you would write or type them—nothing new to learn—greater speed and absolute accuracy.

Automatic Column Selection

It makes no difference whether you want to add 39c or 392,624.18—you simply depress the numeral keys in the same order as you would write them, and the Sundstrand automatically places them in the proper column.

One Hand Control

All work on the Sundstrand is done entirely with the right hand. It is never necessary to use two hands. The left hand is always free to follow the work.

Visibility

All work is in full view of the operator at all times.

Interchangeable Paper Carriages

Every Sundstrand is so designed that a narrow carriage may be exchanged for a wider one at a slight expense. You don't have to buy a new machine to get a wider carriage.

Portability

Sundstrand Machines are light weight and compact. They are easily carried from desk to desk or office to office. They take little more desk room than an ordinary letterhead.

Automatic Shift Multiplication

Makes multiplication as speedy and practical as addition.

Durability

Sundstrand machines ten years old are still giving satisfactory service. Thousands of large business concerns bought one Sundstrand for a trial. Their speed, adaptability and durability have brought re-orders, and many of these concerns now use from fifty to four hundred.

Automatic Direct Subtraction

Last, but not least—Direct Subtraction was developed and introduced on adding machines by Sundstrand in 1923. The most outstanding development in adding machines in ten years.

Negative Balance Feature

This important feature permits a wider variety of work to be done on the machine. The total is printed in red with the symbol (CR) to indicate that it is a credit balance.

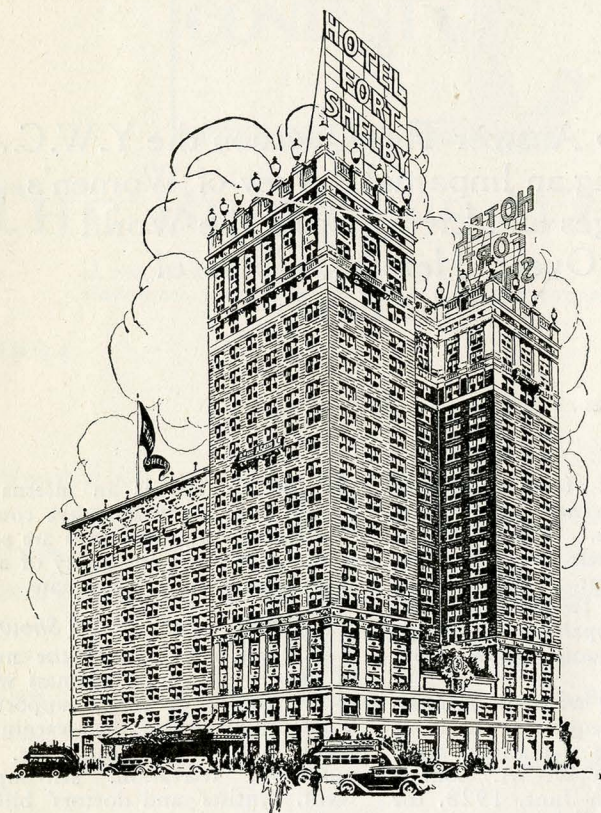
Sundstrand Division

United Typewriter Company, Ltd.

135 Victoria St., Toronto

and in 21 other Canadian cities.

Look for the large green sign on the roof



One Entire Floor
Reserved Exclusively
For Women

HOTEL FORT SHELBY

Lafayette and First
DETROIT

Hotel Fort Shelby offers to business women accommodations of rare quality in an environment of restful quiet and comfort, although downtown Detroit—theaters, shops, wholesale districts, rail and water transportation terminals—is practically at the doors.

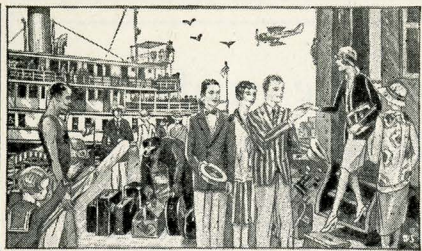
Here is every facility for making your stay a pleasant one—900 reposeful, Servidor-equipped guest rooms, four excellent restaurants, and the thoughtful consideration of your interests in all things.

Whether you choose one of the many excellent rooms at \$3, \$3.50, or \$4 a day, or one of the higher-priced, more richly furnished rooms, you will enjoy a particular sense of value in the Fort Shelby.

Guests arriving by motor are relieved of the care of their cars at the hotel entrance.

Tickets to theaters, concerts, sporting events, etc., reserved in advance upon request at the Fort Shelby.

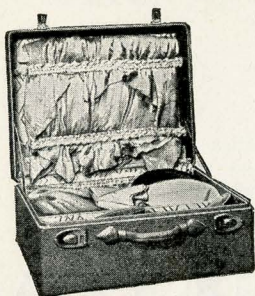
MAYNARD D. SMITH, President
J. E. FRAWLEY, Manager



THIS YEAR— THE BEST VACATION

Of all the delights of summer vacation, none is more self-satisfying than the sense of well-being which comes with the knowledge that you look your best.

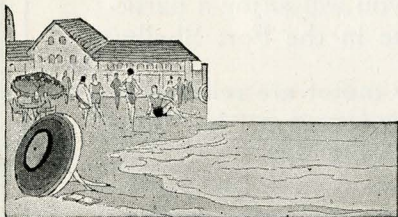
To be smartly groomed, your clothing must have the protection it deserves. Look well to your baggage.



The Aeropak

Here is wardrobe trunk convenience in hand baggage form. Holds dresses, hats, shoes, lingerie, etc., without wrinkling.

Other pieces of McBrine Baggage may be seen at your dealers. Ask to see McBrine-Mendel dust-proof Wardrobe Trunk. Write for booklet "When Girls Leave Home."



The L. McBRINE CO. LIMITED
Kitchener, Ontario

McBRINE
AROUND THE WORLD
BAGGAGE

WHAT IS A LIVING WAGE FOR BUSINESS WOMEN?



In Order to Answer This Question the Y.W.C.A. is Making an Impartial Survey of Women's Wages and Living Costs the World Over. Here are Some of the Facts



TRULY one-half of the world is in complete ignorance about how the other half lives. The conditions revealed in an article in "The New York Times" about women's wages and living costs in twenty-five different countries are appalling and almost incredible. We quote below from the article:

What is a living wage for business women? At the request of the labor office of the League of Nations, made at the World's Y.W.C.A. Conference at Budapest in June, 1928, the International Y.W.C.A. is endeavoring to find out the effect of varying industrial standards in different countries, particularly as they influence the working conditions of employed women throughout the world.

For the purposes of this study, business women have been divided into six classes according to their occupations. Separate budgets are being maintained for clerical, mercantile, manufacturing and mechanical, professional, transportation and personal service workers. The findings in regard to these actual personal budgets of girls are to be used in various local situations to improve conditions and by the world's Y.W.C.A. and the International Labor Office in an attempt to raise standards of living throughout the world.

The detailed budgets kept by working girls, when completed in approximately six months' to a year's time, is expected to indicate the number of hours of work in various pursuits for women on full time, the likelihood of frequent unemployment or short time, the normal wages in weeks of full employment, the tendency to pay women according to piece work, or time rate, and the expenditure of women's earnings over a period of at least thirteen weeks for ordinary items on the budget and for a period of three years of clothing costs. The budgets will be a study of the real and not merely the apparent income of business women, since

the questionnaire is an international project covering twenty-five countries in which living conditions are so different as to make any study of a mere wage scale wholly inadequate.

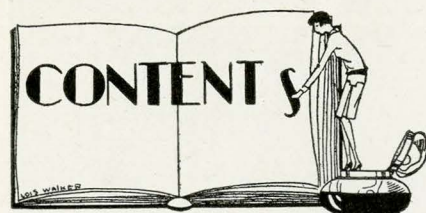
What Budgets Are to Show.

Budgets also indicate the number of dependents young business women must wholly or partly support, and what proportion of their earnings are spent on food, rent, insurance, transportation, recreation, self-improvement, dentists' and doctors' bills, instalments on furniture, dress and savings.

The project is being directed by the world's committee in London, under whose direction the Y.W.C.A. in the twenty-five countries co-operating is trying to find out just exactly how women live on moderately-priced incomes in large and in small cities, and what constitutes a minimum wage on which they can maintain a fair standard of living in each of the nations involved.

Studies made in the United States by the National Industrial Conference Board and by various consumers' leagues indicate that the average worker in many industrial cities cannot meet the average minimum cost of maintaining a fair American standard of living for themselves and their families. A minimum living standard for the family of an industrial worker, his wife and two children was estimated as \$1,551.62 in Cleveland, Ohio, as \$1,503.74 in Dayton, and as \$1,441.96 in Marion, Ohio, by an organization of employers, who discovered that the average annual earnings of wage earners in Ohio in 1927 were \$1,431.46. The average Ohio industrial worker could not, therefore, provide for his family even the minimum estimated by his employers.

That the estimates made were conservative is indicated by the expenditures providing for clothing: one (Continued on page 23.)



THE BUSINESS WOMAN

A magazine devoted to the various interests of the Canadian woman in business and the professions

VOLUME 4

NUMBER 7

CONTENTS FOR JULY, 1929

	Page
WHAT IS A LIVING WAGE FOR BUSINESS WOMEN?	4
PORTRAIT	Miss Byrne Hope Sanders 6
SHE JUMPED OFF THE DEEP END.....	By Lenore Streetsville.... 7
HOW DO YOU ORDER YOUR OFFICE STATIONERY?	By Margaret Thompson.. 8
CAN I ADD A CAR AND NOT BE MINUS?	By Margaret Brown 9
CAN MARRIAGE AND A CAREER BE COMBINED?	By Marji H. Wilkes..... 10
IF YOUR AUNT LEFT YOU TEN DOLLARS	By Anne Merrill 12
HOMEMAKING IN ONE ROOM.....	13
HOBBY HALL	Conducted by Lady Fan.... 14
OFFICE CLOTHES FOR THE SUMMER.....	By Stephanie 15
YOU CAN BE GOOD-LOOKING	By Alison Dunn 18
THE WOMAN AT THE COUNTER	By I. MacDonald 20
SHE DOES SOMETHING ENTIRELY NEW AND DIFFERENT	22
CHATS ON FINANCE	By W. A. McKague 24
LET'S HAVE A PICNIC	By Jessie Read 30
CLUB LIFE	32
CHIEF OF POLICEWOMEN IN A GREAT SEAPORT	34

Published once each month by The Westman Publications, Limited, 366 Adelaide Street West, Toronto 2. Adelaide 3208.

Montreal Office: H. P. Wheatley, 1010 Keefer Bldg.
 New York Office: C. J. Nuttall, 299 Madison Avenue.
 Chicago Office: Macintyre & Simpson, 75 East Wacker Drive.
 London Office: Canadian Newspapers Ltd., Cunard House, Cockspar Street, London, S.W.1.

Subscription price in Canada, \$2.00

Articles, stories, pictures, submitted for publication, will be returned only when accompanied by stamped, addressed envelopes. All contributions should be addressed to the Editor, The Business Woman, 366 Adelaide Street West, Toronto 2.

The Biltmore Cafe

You will feel refreshed after lunching in this quiet, restful cafe. The menus will interest you, and the wholesome, appetizing food will meet with your approval.

We Recommend

Our forty-cent lunches to business women. Our quick service is a favorable consideration and our well prepared dishes are most satisfying.

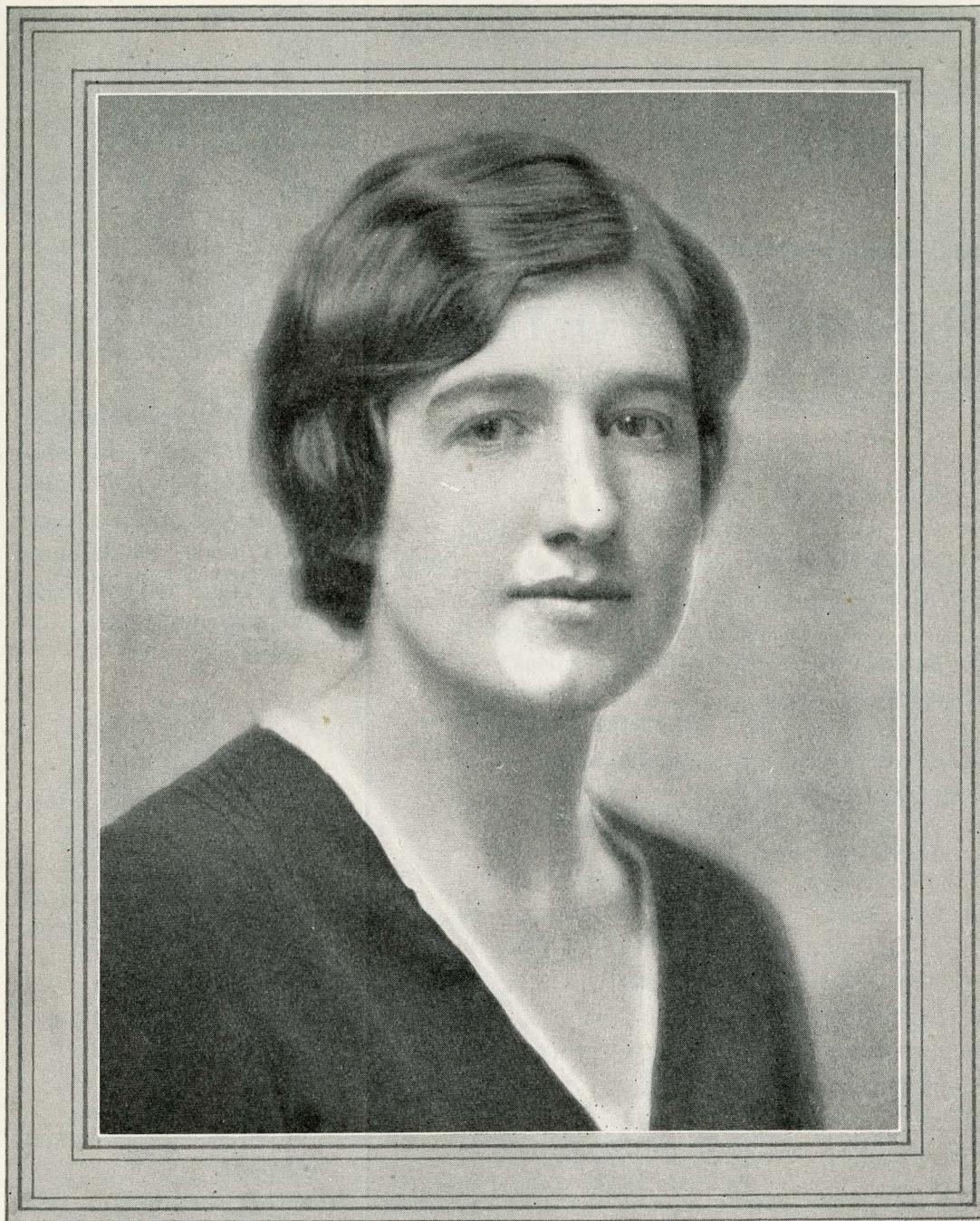
Our fifty-cent supper is served between five and eight p.m.

—A pleasant place to bring your friends.



167 Yonge St.
 Toronto

Phone ELgin 3731



Miss Byrne Hope Sanders

MISS SANDERS has left the editorial chair of *THE BUSINESS WOMAN* to become editor of "*The Chatelaine*".

While here, one of Miss Sanders' duties was to select from among Canadian women, prominent in the business world, an outstanding one each month to occupy this position.

It is our privilege this month to give Miss Sanders herself the place of honor and to wish her continued success in her chosen field.

Born in Port Elizabeth, South Africa, of English parents, who brought her to Canada as a child, Miss Sanders very early showed a literary talent. She began writing in her teens, and her first editorial experience was on the "*Woodstock Sentinel Review*". Later she came to Toronto, where she was associated with the Advertising Department of the T. Eaton Company, Limited. Her next step was to *THE BUSINESS WOMAN*.

She Jumped Off the Deep End

And Became One of the Leading Motion Picture Producers in the Old Country—This is the Story of a Young Woman Who Had the Divine Discontent That Took Her From a Fifteen-Dollar-a-Week Position to One of the Most Talked-of Business Women in England

DINA SHUREY was earning three pounds a week as an employee in a firm of film producers in England. This was four years ago. Today she is a moneyed film director, the only woman film director in the world with the exception of Miss Lois Webber, who produced at one time for the Universal.

This young ambitious woman, with unusual auburn hair and "nice, intelligent eyes," as Claude F. Luke, a Londoner interviewer noted, had the divine discontent. She was far from satisfied with her \$15 a week.

But did she sit down and just whine about it? Bore everyone who came within earshot with the refrain one sometimes overhears in offices, that she was not getting her dues—that she was "worth more money"?

No, she did not. She got hold of a definite idea and hung on to it like a British bull dog. She had the real British tenacity in her blood, and it became effective when she set it to work.

"If only someone will advance me the money," Miss Shurey told herself courageously, "I will found a film company that will present English character and sentiments to the greatest audience in the world—our own British people."

To-day she is head of Britannia Films Limited, a thriving company which she founded. The story of how she led up to it is interesting.

Miss Shurey left convent school just before the war, she told the London interviewer, and served with the French Red Cross until appendicitis drove her home to England. On recovery she became organizer for Lena Ashwell's concert tours at the front.

After the war she met the late H. V. Esmond, author and dramatist, who engaged her as his business manager, when one of her duties was to negotiate the sale of his stories for film scenarios. In this way she came to know most of the film chiefs in London, and equipped with this experience, she had little difficulty, she says, in obtaining a post as "floor secretary" to a Twickenham firm.

By
LENORE STREETSVILLE.

Miss Shurey was there for seven months, at the end of which time she was promoted to the post of assistant producer. That sounded very grand, she admitted, but she was still kept "at the magnificent salary of three pounds a week".

Then out of the blue, her spiritual ether, came a wonderful idea. And isn't it marvellous to think that any young woman may have a great idea and follow it to the bitter end, or the glorious end, dependent on how willing she is to do the arduous and often unpleasant things on the road leading to victory—or defeat?

This young slip of an English-woman was ready to go through flames for her idea. It was her great opportunity—her great moment—and she seized it: the idea to fling herself out of the three-pound-a-week chair and found her own company.

Why not? she said. And she did.

DINAH IS CAMERA-SHY.

MR. AUGER, managing director of the Gaumont British Corporation, told *Business Woman* that Miss Dinah Shurey was a remarkable young woman, but that she was also remarkably camera-shy—this when we asked him for a photograph of her for this page. Mr. Auger said also that she was "very retiring" in the matter of interviews, and he had been able to find out very little about her. He was surprised that we had found out so much about her. He mentioned her production "Carry On," which appeared in Toronto at the Regent, and in other parts of Canada, successfully, and said that her very latest, "The Last Patrol", would be released in the Fall.

With a flash of mature wisdom, Miss Shurey (in imagination) picked a board of management from among the best English writers and painters, and secured the best technicians and directors that could be found. "I thought of enlisting a number of wealthy art patrons who would sponsor films," she said in telling her own story, "films that would be artistic as well as commercially successful? That roughly was my scheme, but my total resources were my three weekly pounds, and I had no wires to pull. Nevertheless I resigned my job."

In other words she jumped off the deep end. She may have shuddered before taking the leap, but one never does anything big without first feeling a shiver or two. A relation (admiring her pluck, though the modest little woman did not say this) made her an allowance of one pound a week.

Think of it. Five dollars for seven days. How many business women would be willing to attempt an ever so inspiring climb on that paltry sum? But on this, Miss Shurey "existed for fifteen months".

"I began," she relates, "with a list of all the people I had ever heard of who were rich patrons of the arts. Then I made a list of those who were both rich and ready to use their wealth on worthy objects, and a third list of those who were merely rich."

"With my last ten pounds I bought clothes, stationery and stamps, and went to it."

She "went to it" with a vengeance, the man who reported her success says, and there must have been something very appealing about her letters, for she rarely failed to secure any interview she sought, though for weeks and discouraging months interviews were all she did secure.

Everyone was charming and polite, Miss Shurey told him, but when she suggested their putting money into her scheme, that was a bird of another color and they "courteously changed the subject."

(Continued on page 16.)

How Do You Order Office Supplies?



ONE of these days I am going to the "five and ten", and come back laden with coat hangers. My closet shall be prodigally furnished with hundreds of them. They are cheap; they are easily obtainable; there is no reason why I should not have a regal supply. Yet every

night I stand disconsolately at the closet door with my discarded dress hanging in one hand, while my roving eye looks in vain for a "spare".

How often this dismal and unnecessary state of affairs repeats itself in an office. The place may be replete with every variety of modern equipment and labour-saving device, but the staff is content—or, alternatively, discontent—with two or three dirty pieces of blotting paper which are snatched from hand to hand; or there is a perpetual cry of: "Lend me your indiarubber"; or ten to fifteen minutes are wasted in the morning because the sudden discovery of a shortage of some form or other necessitates an expedition to the storage quarters.

The supply of office stationery and other items falling under this head is one which calls for particularly sound organization. In a large concern there is usually an efficient system in force, but in the smaller places this important matter is often subjected to "hit and miss" treatment.

In the first place, it should be under the control of one responsible person; otherwise, the orderly few are often at the mercy of the shiftless many. This responsible person may or may not do the actual ordering of the supplies, but she must regulate their disbursement and give due notice of their approaching exhaustion.

It is useful to have a list prominently displayed—under the glass of the desk, or on a convenient notice board—of all the equipment needed during the year together with approximate prices. This should include headed paper, plain paper, printed forms, ink, carbon paper, stencils, and so on. It provides a ready means of reference and ensures that no item is overlooked in checking the stores.

In some concerns the actual ordering from external sources occurs only once a year. The quantities ordered are determined by a Budget—an estimate of future needs based largely on experience of past needs. Each de-

Is it by the Hit and Miss Method or Have You Adopted a System for Your Office Whereby You Know at All Times Just Exactly What Stock Is On Hand?

By MARGARET THOMPSON.

*Department of Secretarial Science, Western University,
London, Ontario*

partment compiles its own budget, and it is fascinating to see how accurately the needs of a year ahead can be forecasted.

This periodical ordering cannot cover every contingency, however. Unexpected needs may occur or an unforeseen run on a particularly line may exhaust it before its time. In addition to this, while the supplies may be stored in anything from a palatial stockroom to a musty cellar, the business of procuring them for individual needs entails some little time and ceremony. Vouchers have to be filled in, keys obtained, packets ripped open, and so on. Therefore it behooves every department to regulate carefully its supplies so that the work need never be held up for lack of material.

In looking after this, two points must be taken into consideration. First, the rate at which the goods are consumed, and, secondly, the length of time taken to procure more. If two weeks must elapse between the order and delivery of a certain printed form, and one hundred of them are used in a week, then it is clear that a fresh supply must be ordered before the present numbers are reduced to two hundred. If half an hour is likely to be absorbed in procuring fresh supplies from the storeroom of a much-used article, then the supply on hand must always be equal to at least one hour's demand. Of course, in practice it will be one day's or one week's, or more, but the foregoing examples illustrate the principal.

What is the best method of obtaining mechanical reminders on the subject? Here are two easy ways in which it may be done; there may be many more.

1. On receipt of new supplies, set aside a certain proportion, the size of which will be determined by the amount needed to supply the office in the interval which elapses between the order and delivery of more. Allow

a fair margin, and place this amount in a special cupboard under lock and key, to be used in emergency. When the periodical checking of stores reveals the approaching exhaustion of the main supply, produce the "emergency ration" and ON THE SAME DAY order more.

2. Place a coloured paper or one marked "Order new supplies" at the point in the paper of forms or packages which corresponds to the "emergency ration" division of the former method. As soon as this is reached, order more. This system has obvious disadvantages, chief among which are the possibilities that the slip may be moved or that the supplies may not be removed from the shelves or drawers in order.

A practiced person can, of course, sometimes dispense with these aids and take in the situation at a glance, provided that she regularly inspects the stock. However, a system of some kind is always useful and ensures continuity of control. Every Monday morning or at some other regular interval the person responsible for this work should look over the supplies. She should not overlook such items as pins, blotting paper, paper fasteners, etc., which make so much difference to the smooth running of an office. She should see that clean blotters are on desks, fresh ink in wells, that the calendar registers the correct day, that the paper fasteners on the Chief's desk are not engaged in mortal combat with the indiarubber bands. This may be contemptuously classed as "office boy's work". Not a bit of it. Let the office boy do it, if you like, but let him be responsible to the person in control. Nothing so lowers the morale of an office as disorder, and nothing wastes so much time. In addition, careful supervision of the disbursements of stores can check one of the greatest leaks in over-head—wastage of stationery and other small items of equipment.



—Photo by Milne Studio

MISS MARGARET BROWN, the author of this article, secretary-treasurer of **MARKETING** (Canada's Advertising Journal), is among the younger executives.

Starting her career as a stenographer, in the advertising department of the *Toronto Star*, Miss Brown rapidly developed her taste for writing when she contributed a daily story dealing with classified advertising results. Two years later, Miss Brown joined the advertising department of the *Toronto Globe*. From there she went to **MARKETING**, being appointed secretary-treasurer of the company about four and a half years ago.

Miss Brown was this year elected to the executive of the Canadian Business & Professional Women's Club.

Can I Add a Car and Not Be Minus?

TO HAVE—or not to have? That is the question, as we business girls cast longing eyes at the latest models of all makes of cars.

And the seductive automobile advertisements carry us through a labyrinth of figures, as we vainly try to multiply our salary—divide up our expenses—and add a car without leaving a minus quantity.

Again we read the advertisement. How lovely—how luxurious is this particular make—with its smooth, silky, whispering power (no, I'm not getting imaginative. That was actually in one ad)—how economical. That word "economical" makes us sit up. Who knows, we might even *save* money with a car. We look in vain for a chart as to what it costs to run one after buying it, but get small satisfaction from the meaningless words that it "gives twenty-five miles to the gallon—is easy on oil and has 'no valves to grind' ", whatever that means.

Again we take up pad and pencil and in a last effort to ascertain our own financial status, we combine the accuracy of a cost accountant with the far-sightedness of an efficiency

Epecially Prepared for the Business Girl Who Suffers from a Motor Car Complex

expert. And then, we're no further ahead!

A year ago, however, I took the plunge. And with close to a thousand dollars wrenched from my bank account, took stock of my depleted resources and prepared to keep track of every cent that car cost me.

The results are interesting!

In the first place, I made up my mind that I'd *spent* something—not *bought* something. There's a big difference.

I know a man who figured on a car as money invested. He then prepared to write off so much each month for depreciation, and finally the poor dear got so muddled he looked at the matter something like this. "My car is a 1928 model—it cost me \$1,000. In 1929 it is worth \$650. If I keep it until 1930, I will lose another \$200 on it, so if I turn it in this year and buy a new

one for a thousand dollars, I will only have to put \$350, and next year it will be worth two hundred dollars more than the old one would, and I'd probably have a bill of \$100 for overhauling and another fifty dollars for new tires"—and before he's finished, why he's actually *saved* something like fifty dollars and has a new car to boot!

Agreed then—that we look on the purchase of our car as an expenditure out and out. We can then prepare to run it at a moderate cost per month, without tagging on twenty or thirty dollars extra for depreciation.

First let us consider annual expenditures. Regarding insurance—for the first year, it is safer to take on quite a bit. My first policy paid the damage to the other fellow if I ran into his car—it allowed me to damage public property to the extent of \$1,000 in any one accident. It provided insurance of \$5,000 for killing one person and \$10,000 for killing two persons. On the whole, it was a good policy for a \$50 premium.

(Continued on page 16.)

Can Marriage and a Career Be Combined?

Marji H. Wilkes Tells What Happened
When One Woman Tried It

SOME time later I discussed the life of a married business woman with a friend, who said, "Oh, I've been up on the carpet again. My sister-in-law was over last night and found things a little dusty, and besides, the front room was still upset from some company we had the night before. That was enough, and I had a private lecture then and there—my house and family going to the dogs, and 'poor brother James'. She thinks he is the most abused man in the world in spite of the fact that he apparently gets considerable kick out of life the way we live it.

"Of course I don't keep house like she does. Her poor husband has to take his shoes off at the door if they are muddy and the kiddies have to do their playing in the street. They might kick up a rug or something. I figure that the colored woman who comes twice a week to do a general cleaning keeps us sanitary, and if things get mussed up in between times, they just have to stay that way. I can't afford to work myself to death for the sake of a spotless house, especially when we are in it so little of the time. I would be tired out for the day if I did all my housework before I come to the office in the mornings, and we believe in using the evenings for rest and recreation."

"Hurrah for Mary," Ruth chimed in. "You've got the right idea. We girls who work and keep house have to let some things go. Our standard of housekeeping cannot be quite as high as that of our grandmothers, but after all, what does it matter? When the women of past generations finished their 20 or 30 years of washing, scrubbing, ironing and eternal grind of manual labor what did they have? The memory of a shining house, of row after row of white clothes on the line—and swollen knuckles aching with rheumatism. They have stooped backs, grown that way from too much hard work and not enough mental enthusiasm." Here Ruth held out her hand even with her shoulder and gave it a kick. "You ought to see how I'm progressing at the 'Y' gym," she said. "Bet I'll be as limber at sixty as a Douglas Fairbanks."

"You just think you will. You won't keep it up," was just one of the gloomy prophecies made by this woman's friends when she announced her intention of continuing her profession after marriage. They predicted overwork, financial problems and loss of interest on her husband's part. It was left to her "Boss" to give the finishing touch. He would not employ married woman, and anyway "You'll enjoy keeping house"—he concluded. Then came the offer of a new position. She accepted it and was married shortly afterward.

Whether or not her friends were right is told in the concluding article published this month.

Be it clearly understood that all the men, including the boss, had gone for the day before our conversation began so that it was quite all right for Ruth to give her kicking exhibition.

"I AGREE with Mary, too," An-nabell joined the conversation. "I do not keep my house as orderly as my mother did, but I believe even so, it is cleaner. Modern houses and apartments are built to be that way, and besides we have so many sanitary conveniences and labor-saving devices that help us keep clean. I know my front room rug, which I clean with the vacuum once a week, is cleaner than the one my mother used to sweep every day.

"We do not stay at home much either. The older generation deplores the fact that the institution of the home is going to ruin, and it is to a certain extent as far as the apples and pop corn by the fireside part is concerned, but that doesn't mean that the home and family ties are less important. We only have a different way of living. Perhaps our grandparents would not have stayed so close to the farm if they had had an automobile."

"Yes, and take cooking for instance," Vera commented. "Think of the time women used to spend over the stove, and it takes me about 15 minutes to get our dinner. After I get off from work I meet my husband

at his office. Our daughter is there, too, as she goes down to help him after school. Then we pick up Jackie, who carries a paper route after his school hours. If we have no particular plans for the evening, we stop on our way home to do our dinner's shopping. We get the best things all cooked and steaming hot at that little delicatessen on Seventh Street. There is a good bakery there too. If we want to go to a show or something that evening and don't want to be bothered with the dishes we stop in at a restaurant. The kiddies always get a big kick out of a meal 'downtown', and with the propaganda that has been circulated during the last few years about the value of raw salads and cooked vegetables, restaurant food is not what it once was, and I venture to say that in spite of our irregular habits of eating and in spite of the fact that I do very little of our cooking, we are as well fed a family as any back in the eighties, and we are fed more intelligently."

"Yes, it really is pretty easy for us married women to get along if we only take advantage of this age of specialization," Lucille added. "Of course, it takes more money to live that way, but we can afford it and we get so much more out of life. Personally I would rather work if I only broke even considering the extra expense. As it is, however, we are planning a vacation in Canada this summer. Little Lucille is taking dancing lessons, and Robert and Dan will both go to college if I keep on with my job."

"I'm going to send my boy to college, too," Mary took up the conversation again, and we left the office still discussing the advantages of the married business woman.

IT CAN be plainly seen that these girls are sold on the "married business woman" idea. "Why, I can earn enough money to buy two pairs of socks in the same time it would take to mend one," Mary says. "Then when I throw a pair away I know that someone is going to have a job making another one."

But all women who are working are not like Mary and the other girls in the office. For instance, there was the little friend who advised me not to work because, like her, I was sure to ruin my health. I often meet business women who are burning the candle at both ends, trying to run their house, cooking and all, as if they had no other job in the world. They want to get something ahead for a rainy day, perhaps. They feel the urge to save, but they will have to be careful, for sometimes the rainy days are brought on by just too much preparation. We cannot always save our money and strength at the same time.

And what about the family finances when the wife works? Does the husband get so dependent upon her wages that she could not stop working if she wanted to?

In many cases this is true—not that the husband is particularly at fault or unjust. It just happens that any family is apt to find that its living expenses are running neck to neck with its income.

Since several women had pointed out this danger to me before we were married, I was determined to avoid it, and Bill, too, thought it was a good plan. We might want to have a family some day. I should certainly be free to quit work if I wanted to. So we worked out a budget system of handling our finances, with Bill paying our actual living expenses and regular obligations, such as insurance payments and installments on things bought on time. I was to pay for our luxuries—things paid for with the buying, and meet extra expenses we had because of my working.

The temptation has been strong at times to turn in the old car and buy a new one—to buy a radio, perhaps—the down payment was so small and with both of us working we could easily make the remaining installments. If we could not do this within Bill's salary, however, we passed it up. Later, when I had saved enough to buy the thing outright or to make the down payment large enough to reduce the installments sufficiently, we realized our wishes. Naturally to carry out this plan, we have to keep a fairly complete record of our expenses, which is more or less trouble but which pays exceedingly well in the long run. The trouble with too many people is that they think they have scads of money on pay day and immediately buy all the things they have wanted during the week or month, and before the next pay day rolls around they are actually doing without things they need or are borrowing from their friends "until after the first".

* * * *

MANY couples, whether the wife works or not, would avoid financial disaster if, at the beginning of each month, the husband and wife would sit down together and figure out just

how much money they will have to spend, how much of it will have to go to meet regular expenses and standing obligations and how much can be spent for "extras".

It can readily be seen that with our plan of things, with Bill paying our rent, buying groceries and providing all necessary things, that he can hardly feel that he is not "supporting" and looking after me even though I am working. Thus the little old woman who feared that he would cease to "respect" me and start hunting frivolous "doll babies", if he could not spend his money on me, did all her worrying in vain and the joke is on her.

But I wonder about these deserting husbands—if the little old woman was right.

Since she and even others warned me, I have studied every deserting husband that has come to my notice. They desert no matter what the wife's occupation is. It is not the line of work wives follow, it is the husbands and wives themselves. If a man and woman are not suited to each other, they just naturally do not get along, that is all. If the husband jumps the traces, he has to give a reason. If the wife is a business woman, it is because she "works". If she stays at home, it is because she has become such a back number, and so it goes.

As a matter of fact, since I am doing the same kind of work as my husband, I am really a much better companion for him than if I stayed at home all day. When we are together for the evening, I can talk to him in his own language and I have something more interesting to tell him than that I ironed so many dresses and sewed so many buttons on so many shirts—not that the buttons on the shirts might not be good news to him at this moment.

But a man usually marries a woman

because he enjoys her company and because he enjoys having a good time with her. If she insists in absorbing so much work that she loses her pep and never has time to play with him, she might expect him to start hunting someone else to entertain him. There are other ways of neglecting a husband besides overlooking his stomach.

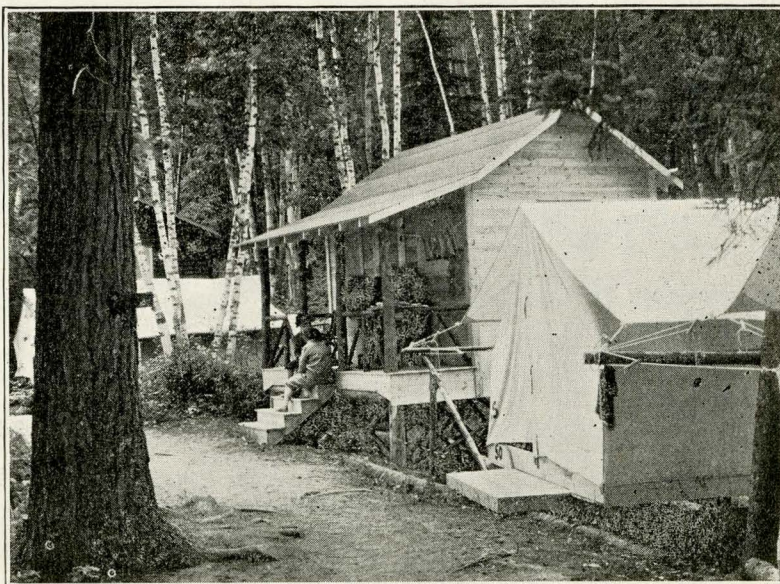
And here is a thought about that old woman. It is funny about her, bless her soul. Her hands were knotted from work and her face and body showed plainly that her life had been one of many laborious tasks. "In her day" she planted and hoed her own garden. She had helped milk a herd of perhaps a dozen cows. She had kept chickens. She had made her own clothes and made them over again for the children. Yet she had not been a "working" woman. I wonder.

The modern woman who brings in a pay check is just the same kind of helpmate as her grandmother, except she is helping in a different way. Men need not feel that they are falling down on the job when they allow their wives to go out and help make a living in the business world. Wives have always helped with the living, only it used to be that they could help only by saving and making the things they had go farther. Now the world offers them an easier, more pleasant way.

Many people, like my former boss, believe that the married women should not work because they take jobs from single girls who have to support themselves.

While on the surface this may seem true, there is another way of looking at it. The merchant or industry that pays a low wage scale is now becoming to be looked upon by the rest of the community as a direct contributor to retarded business conditions. More and more stress is being laid

(Continued on page 17.)



—C.N.R. Photograph.
Many of us are looking forward to something like this.

If Your Aunt Left You Ten Dollars

By ANNE MERRILL.

IF a rich aunt were to give you ten dollars, with the proviso that you spend every penny of it on books—and books for a holiday, at that—just what would you buy? What titles would you pick to pack in your club bag, already full to bursting?

WE went around asking this of every business woman to be found within easy radius without too much trouble, for it was a hot day, and there was no object in extending one's peregrinations when representative opinions were to be had for the asking, by little more exertion than the turning about on one's office chair. Even an occasional man was challenged with the question, though we felt bound to let him know he might find himself in feminine disguise when the article appeared, seeing that it was being written for The Business Woman's magazine.

Approaching one dark and mysterious artist, a man, we put the leading question, warning him, like the detectives do, that anything he said might be used against him and that he might come out in print like a woman. The d and m artist replied with a flash of wit from his ever-ready battery, that he didn't care. He'd just do his hair differently, that was all.

"Then how would you spend the young fortune," he was asked.

"I'd spend \$7 on . . . but you said it was to be a holiday trip, didn't you?" to which we replied that if it were recreation to him to read heavy, expensive books, we would raise no objection. We were not the rich aunt.

The artist descended slightly in the purchasing scale from the brave \$7 he started out with. "I'd spend \$5," he said, "on Edgar Ellen Poe's Book of Mystery and Imagination, illustrated by Clark, I think it is, but you can find out for certain. They're wonderful—his illustrations. There are a lot of study books I'd take, too. First I'd get . . ."

"But remember your \$10 limit", we interrupted.

Anyway, I'd buy Hatton's Anatomy for Students, which I've always wanted (\$4), and I'd still have a dollar left, wouldn't I?"

On doing the sum on a piece of paper with a pencil borrowed from the artist, and assuring him his calculation was approximately correct, he went on: "Well, with that last dollar, for the times when I didn't feel like reading anything worth while—just lazy—I'd buy two or three magazines."

WHAT IS YOUR ANSWER?

What would be your answer to the question asked in this article? Would you buy Shakespeare or Milton or detective stories, or as one of the girls did, tell the kind Aunt to keep her money?

Prizes will be awarded next month for the best three replies to this question. If you were offered ten dollars, and you simply HAD to buy books with it or decline the money, what would you do? Answers must be mailed by July 20th.

"That's complimentary," the interviewer reminded him, "seeing it's a magazine that's giving you this breath-taking chance to tell the world some of your secret longings of the soul."

"Well, I'd never pick The Business Woman, anyway," added the artist with engaging frankness. "The name would — it" (and the blank represents a word not tolerated in polite offices). "A business woman. Ugh! the words conjure up something big, and brisk and domineering. I'd certainly never take her on a holiday. Now why don't the managers call it 'The Office Flapper' or something nice like that?"

We entirely agreed with him, though it wasn't diplomatic to say so, and hurried on to seek another victim of the question at issue.

* * *

A young, tall, fair and blooming girl met the issue thus:

"I wouldn't take any books at all on my holiday," she replied sweetly. "There speaks the flapper," she was told.

"No," she countered, still with her sweetest smile, "but I'd have other things to do." And one had to agree with her, while instantly visualizing this bright young person in the foreground of a pretty summer picture at any resort, and never without a swimming or dancing partner at hand to amuse her.

"I would take some of Maud Diver's books about India," declared a contrasting type sitting beside the flapper, a young woman with thoughtful face and dark, fathomless eyes, her own type suggesting Eastern mysticism.

"Not Mother India?" we hazarded, never being quite certain of authors.

"No," she smiled gently. "Hers are novels, some of them psychic," and she mentioned particularly, "But Yesterday", wherein the personality of one who was dead so shrouded a living person, that a sort of reincarnation was suggested by the unfolding plot. "And I like Irish novels, too," broad-mindedly taking a leap across country and several interfering channels. "Hangman's House," she thought, was fine! I've forgotten the author. Perhaps it was Donn Byrne."

"I wouldn't buy any books at all", laughed a librarian. "I'd just take them."

"Oh, of course, you're a privileged person. I forgot."

"No," she replied, good-humoredly ignoring our rude remark. "Anybody can take six books from any of the Toronto public libraries and keep them six weeks, but I think the public fail to realize this. It's a wonderful chance."

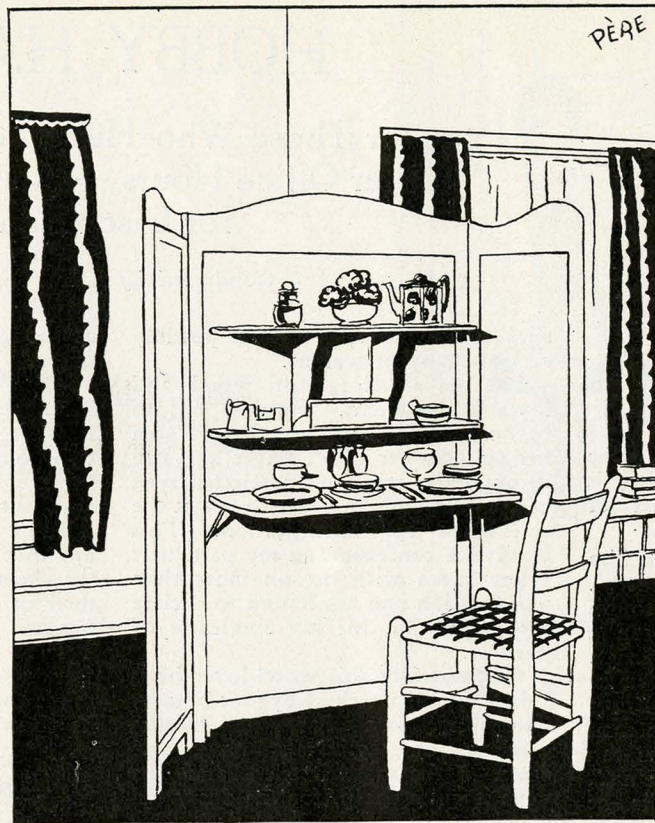
"For how much?" we asked.

"Nothing at all. Just on your library card," and the library lady went on to tell of her own preferences. (Pardon us if we thought some of them strange for a holiday!) De Kruif's "Microbe Hunters", all about Pasteur's findings and such like; "Rebel Generation", by a Dutch woman writer, Ammers-Kuller; "About Ourselves' Psychology for Normal People", by H. A. Overstreet; "John Brown's Body", by Benet, and any new biography and plays that she hadn't read.

Then to find out what the average woman was taking on a six-weeks' loan privilege, the librarian flipped the card index record quickly and found the tell-tale evidence of all novels. "Not one non-fiction in the whole lot," she exclaimed, and ran off some of the authors demanded—Sabatini, Farnol, Curwood, Kay-Smith, Orczy, Edna Ferber, Frank Packard, Wodehouse, and Robert Stead, several of these being Canadian authors, she noted.

A woman in the same branch would take on her holiday, "Silver Slippers", by Temple Bailey, "very light," she said; "Mamba's Daughters", Heywood; "Hangman's House", several biographies and "New Voices in poetry. Another would choose several fiction, a couple of biographies and a couple of plays.

(Continued on page 16.)



Home-Making in One Room

Aided by Space-Savers
That Lead Double Lives

MODERN social conditions make the problem of where to live a very vital one. Only a favoured few are privileged to live at home, where their belongings may overflow into other rooms than their own. The great majority of us have to set up our household goods in much more restricted quarters, from the hall bedroom of a rooming house, to the somewhat more commodious apartment, usually shared with another girl.

Of budgets there seems no end. We have budgeted our money and our time, and now it seems we will have to budget our space. To condense all the elements of a complete household within the four walls of one room, takes the combined gifts of a budgeteer, architect, interior decorator and sea-cook. But in spite of this, most of us would be very loath to give up the delightful independence of having our own "home".

Necessity is the mother of invention, and the necessity of saving space has produced some very ingenious devices. Solutions to many individual problems will be found in the following paragraphs, taken from an article in "Independent Woman", by Patricia Meldon, entitled "The Art of Living in One Room".

Everything, as Einstein has so well said, is relative. If one is accustomed

to spacious existence in the old family homestead, with both attic and cellar to expand to, life in a one room apartment may seem unbearably cramped. On the other hand, if you have been cooped up in a boarding house bedroom, cooking at your own peril, and having access to the bath only when it is unoccupied by the other twelve members of the household, an apartment of your own may seem little short of heaven.

For the business girl in a large city, even a small apartment is apt to be something of an achievement—though one hardly ever appreciated by relatives from up state!

The prim maiden aunt of my friend Miss Q—— was horror stricken, on visiting her in her Greenwich Village apartment, to see the legs of a man protruding from beneath a curtain! They proved to belong to a plumber, far too long to get into the kitchenette whole—but maiden aunts are prone to be sceptical, so the whole occurrence was a little unfortunate.

Of course there are one room apartments and one room apartments. Some are so small that a large plumber—or even a small maiden aunt—would constitute quite a problem. Others are quite palatial affairs, with a dining alcove, perhaps, or a balcony—or two levels, an arrange-

ment which is distinctive and especially effective with modernistic furniture.

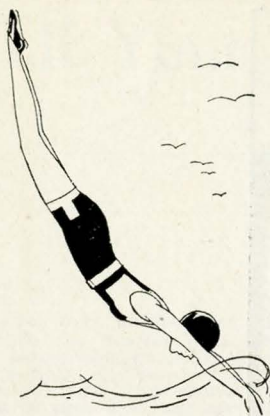
The first thing, naturally, is to find your apartment—the next to decide on your general scheme of decoration. Be sure that this scheme harmonizes well with the style of room you have selected—and also with the state of your pocketbook.

Very careful planning is necessary. To live comfortably in a single room is a genuine art, for which extensive seagoing experience would be the best possible preparation! "A place for everything—and everything in its place" is a good motto.

Fortunately there are many pieces of furniture on the market designed especially for the small apartment, many of them blessed with an amazing adaptability. A chair may transform itself into a bed—a table become a complete kitchenette—a chiffonier assume the dignity of a secretary—all on the slightest excuse. It adds great zest to existence, and indeed savors of magic, to be able to murmur an incantation, and have a table immediately disappear, or transform itself into a luxurious couch!

The most pressing problem always, in the small apartment, is where to put things. One of the most practical space-saving devices I have seen is

(Continued on page 28.)



SOME sage has said that to be partly insane on one thing is likely to prevent an entire loss of reason.

The French have put a related idea nicely in "*Chacun a sa marotte*", which translated means, Each to his own foolscap. And Lord Carlyon, a character in a book I've been reading, suggests a similar train of thought when he says: "Oh, I know I'm a fool about my woods, but if a man isn't a fool about something he can hardly take rank as a humane being".

So let's all sit on the floor like the abandoned person in David Garrick, the play—at least metaphorically. Let us all be a fool about something and, to be a complete fool, one must have a hobby. If we haven't one, let's lose no time in getting one. Any hobby will do to start with, and if we find on trying one out that it's not all our fancy painted, we can always bring it back to the Hobby exchange and trade it off for another.

There occur to me at the moment three distinct types of hobbies—a hobby for collecting things old and new; a flair for creating something, including art of various kinds; and a passion for indulging in some activity every spare minute—every minute not devoted to bread winning and paying for the privilege of a latch key.

It may be books or pictures or stamps or coins or china or old lace or old furniture, that we want to collect, and hoard, and I know a number of women whose happiest moments seem to be in the antique shops, the pinnacle of exaltation reached on discovering some old moth-eaten article they have been on the trail of unsuccessfully for months, maybe years.

I have in mind one charming girl, the daintiest type of femininity imaginable, who always looks as though she had just emerged from a perfumed bath, and the last person in the world one would suspect of having a predilection for musty, dusty depositories. Yet she evinces unholy tendencies towards the second-hand district, taking in Blank and Blunk Streets, and with her limousine parked around a non-committal corner where General Draper hasn't yet found it, spends literally hours every week prowling in cobwebby corners examining every

stick of furniture that might possibly be mahogany or walnut.

She has a feeling for wood and loves to handle it. Promise not to be horrified if I tell you I have seen her spit on her index finger and rub through the grime on a selected spot of chair or table in order to get at the real wood for identification. This involves a confession on my part, that I have been with her on more than one occasion and am bound to declare my admiration for her singleness of purpose.

Occasionally this wood-lover buys a disreputable wreck of bygone beauty, resembling somewhat the human derelicts one glimpses now and again in the same district, and she buys it quite cheap, for the dusty old merchant in charge doesn't always know what is under the skin, so to speak. And, glad to get rid of any article at any price, he obligingly carries it around to her waiting car.

She takes it home victorious, and there follows a heavenly session in her sunroom, which is a glassed-in back verandah, when this young woman gets into a convenient smock and sets to work, with odd bits of broken glass and sandpaper for tools, to make the captured old treasure renew the semblance of its youth under her magic touch.

* * * * *

JEAN MOWAT, a successful Canadian woman with headquarters in Chicago, wrote to us the minute she heard we were going to start a Hobby Hall page in *The Business Woman* and greeted the idea with cheers. She asked, in fact, the privilege of being a charter member. We have put her down in our record book marked for booth number one, in our Great Hall.

Readers will recall an intriguing article from Miss Mowat's gifted pen in the May *Business Woman*, entitled "Does the Dollar Sign Allure You?" We think it must have allured her or she never would have settled in Chicago!

But her hobby is swimming. She writes only for a living.

"I'm taking a week at the French Lick?" she says, "not to be boiled out, just to play golf and swim. The swim is my latest hobby, madness if you will, and now I sport two fins that I won aquatically."

Miss Mowat interrupts her boast of Kellerman prowess to mention an accident in which she wrenched her hip and had to have it reset, speaking of the event in the most casual way

as though she had merely sprained a finger.

"But," she adds, "my swimming has about made me whole again, and I take a dip whenever I can spare the two hours. I'll never win any marathons, of course, but I've got form! And I only took my first lesson on the 23rd of November last. Now I come up, dive off into the brine without the brine, and swim an average of three or four lengths before having to rest and refuel."

Here we see the hobbyist in perfection—liking something so very much that every spare hour goes into its pursuit.

* * * * *

AND now who will be the next to join our Hobby Hall page, following Jean Mowat's good example?

We are going to make it a place where every girl or woman who is keen about something after office hours, may freely come and tell us about it—no matter how mad a thing it seems—and get as enthusiastic as she wishes without fear of being squelched either by the secretary of the club or any rival hobbyist. She may rave all she likes.

It has been said that a bore is "one who always talks about herself whenever I want to talk about myself". But in the Hobby Hall opening today, nothing is to be considered boring, and no one a bore. Members are going to try to match enthusiasm with greater enthusiasm. It will be only a question of degree, and the most enthusiastic each month will win a prize, the prize to be selected by the winner herself from a given sum—something with which to help her carry on her hobby.

We shall appoint an impartial bench to decide which letter on hobbies is the most original, enthusiastic and fascinating. The two next best will receive honorable mention.

Entrants may arrive at Hobby Hall in mask and domino, i.e. with a pen-name, or they may come as they are, signing their every-day real names. Letters should be within the 300-word limit, and accompanied by photograph, either a picture of the hobbyist, or one giving a glimpse of her pet hobby. If the two can be combined so much the better. A special prize will also be offered each month for the most suitable picture for this page.

Address: Lady Fan, *Business Woman*, 366 Adelaide West, Toronto.

L EFT: a checked gingham dress and jacket of matching linen make a smart and unusual summer ensemble. Right: a printed pique jacket over a plain pique dress is a favourite combination this summer.



Office Clothes for the Summer

Jean Goes Exploring and Discovers that the Summer Mode is a Thoroughly Practical One, with Cottons, Jackets and Two-in-One Costumes
Adapting Themselves to the Business Woman's Budget

By STEPHANIE.

J EAN decided that choosing a vacation wardrobe was really a very simple thing. Summer clothes and summer resorts—whether big and fashionable or small and quiet—just naturally went together.

The real problem was what to wear to the office in the summer months. Light colours are certainly the prettiest for summer but they do soil so quickly. Coolness is an essential, of course. Another problem is sleeves. She never would like sleeveless dresses on the street, yet a coat was often too hot. She wasn't awfully keen about bare arms in the office either.

With all these thoughts jumbled together in her usually clear mind, Jean set out shopping (window and otherwise). She really felt like Columbus going out to discover an America about whose existence she was rather uncertain. Her only guide was a not-too-fat purse. For Jean was a budgeteer—decidedly so—and of her budgets, more later.

To make a long story short, she did discover her America—which is to say an office wardrobe for the summer, and well within her budget too.

The Vogue For Cottons.

Her first sight of land was when she discovered that nothing this summer was smarter than cottons; cottons of every kind, but especially

prints. Jean thought very fast for a few minutes. Cottons! That would cut prices almost in half. And then cottons seem to take to wash-tubs like ducks to water. This meant she could indulge in all the light summery shades—even in her favourite white.

Jackets were her next discovery. She found that this year every dress has its jacket and that jackets do the most surprising things to dresses. They turn evening gowns into afternoon dresses and sleeveless sports' frocks into costumes formal enough for the street. Jean realized the possibilities of this at once.

She found the smartest little jacket of printed pique. It had modernistic triangles in two shades of blue on a white ground. This would transform the white tennis dress she got at the end of last season into an office dress. She bought a sleeveless frock of blue pique to match the darker shade in the jacket—and there was a second outfit.

In the window of an exclusive shop she saw an ensemble, consisting of a checked gingham dress and a matching jacket of plain linen. That gave her an idea. Off she went in search of a green linen jacket. She found it and then hurried to the gingham counter, where she bought three yards of green and white checked gingham.

At the same counter Jean saw some printed cotton that she just couldn't resist. Mauve and yellow divided the honours in the conventional flowers sprinkled all over it. As the leaves in the design were just the same shade of green as her new linen jacket, she considered herself quite justified in buying enough for a sleeveless dress. Outfit number four!

Two Costumes in One.

And that was how she solved her clothes problem for summer, 1929. She had always disliked going on the street without a coat, and in a cotton jacket she found the solution—coolness, long sleeves and the finished appearance a coat gives. Besides, minus the jackets, she could use any of the dresses for tennis and all active sports. They would be just the thing for the long-looked-for vacation at Holiday Hotel.

She had a tailored dress of printed silk, which she was planning to wear to the office on cool, gray days. She had found printed dresses invaluable other summers as they don't show spots or wrinkles nearly so easily as plain materials. Her dress had the fashionable polka dots, suntan on dark blue to go with the suntan tweed coat she had bought in the spring.

When Jean realized that this dress was just the thing for travelling in when vacation time came, she went home in high spirits.

CAN I ADD A CAR AND NOT BE MINUS?

(Continued from page 9.)

Then there was \$10 to the Motor League. The service which this fee covered entitles lady drivers to have tires changed without extra cost and tows you to the nearest O.M.L. garage if you have engine trouble on the road.

This covered the annual expenditure and boils down to a charge of \$5 a month.

So now we can figure the rest of the cost on a monthly basis.

If you reckon on driving to business—say 10 miles a day, then average three evenings when you trip out to the golf club or run down to a friend's for the evening. It's probably an over-estimate at 20 miles a night, but tag on another 60 miles for that. And allow a week-end trip of 100 miles. Some weeks it's more and some less. But that makes a fair average. This gives you 220 miles a week or around 800 miles a month. The cost would be approximately:

Gasoline	\$12.00
Oil	2.40
Garage at home	5.00
Garage downtown	5.00
Greasing and tightening up	2.50
One car wash	1.00
Insurance	5.00
	\$32.90

Providing you don't drive the car to business, the cost would be cut down about \$10 a month.

Then, of course, you can deduct at least \$5 a month which you would save in care fare and amusements, which you would probably indulge in if you didn't have the car.

Everything considered, I reckon on an expense of about \$25 a month at the outside, using the car to drive every day to the office and for pleasure besides. And this only lasts for nine months, because I lay up the car during the severe winter months. There is a certain amount of strain in driving on skiddy streets, and there's little pleasure in country driving through snow drifts.

Some girls get very good service from buying a used car, but I imagine I would allow at least five dollars a month extra for running expenses to take care of additional expenses it might involve.

So whether or not a business girl can afford to drive her own car just simmers down to the question of whether she has saved enough money first to feel that she can spend a thousand dollars right off the bat—and running expenses of twenty-five dollars a month after that.

Taking it from the other angle, and buying a car out of our salary, without breaking into any invest-

ments—it might be wiser to pay about four hundred dollars cash and leave a balance of fifty dollars a month, payable for 12 months.

Adding this expenditure to running expenses, it would not be difficult to budget your salary in such a way as to buy the car within a year, and still keep from breaking too far into hard-earned savings.

So, on the whole, we don't need to be millionaires or anything like it to "roll our own"—nor is the business girl who sits behind her own wheel necessarily an example of "the recklessness of this modern age", as some of our hard-boiled pessimists would have us believe.

IF YOUR AUNT LEFT YOU TEN DOLLARS.

(Continued from page 12.)

I never see a map but I'm away
On all the errands that I long to do,
Up all the rivers that are painted blue,
And all the ranges that are painted grey.

And into those pale spaces where they say

"Unknown". Oh, what they never knew,

I would be knowing.

This fitting verse was found for us in the library, and would just suit the man who met our query about what books he would buy, with two emphatic words, "Road maps!"

The average man wanted detective stories, though one distinctly well-read one would mix Lord Frederick Hamilton with his fiction. He picked Agatha Christie, Van Dyne, and A. E. W. Mason for fiction, adding that "At the Villa Rosa", by Mason, was the best detective story he had ever read. "Conrad in Search of His Youth" was, he said, "beautiful style, and light." "The Steps that Stopped" was mentioned, and we asked if he didn't mean Buchan's "Thirty-nine Steps". Dignified silence followed.

A little fair-skinned sprite of a woman made her selection with as great care as though she were really going to get that \$10. Her list was "Point Counterpoint", by Aldous Huxley; "Brother Jonathan", by Donn Byrne, "prettiest writer that ever lived," she declared; "Les Misérables", by Victor Hugo, and anything she could get by Katherine Mansfield.

A dependable business woman selected "Thelma", by Corelli. She didn't in the least mind it being old; "Keeper of the Bees", by Gene Stratton Porter; and any of Oppenheim. "I don't like dead love stories," she stated, accenting the word "dead". You lose interest when you know perfectly well that they're going to marry and live happily ever after, she thought.

Jeffrey Farnol was on many a list. One girl said, "I only wish he'd write them faster." So do we.

One nice woman thought chiefly of others when choosing her books under the \$10 offer. She wanted only books that were suitable for reading aloud and mentioned Joseph Lincoln's Cape Cod stories, "Dr. Nye", and "The Protegee". She liked Nina Moore Jamieson's "Hickory Stick" and pointedly asked, "Why doesn't she write another?" The same woman had "no use for Ruby M. Ayres nor Ethel M. Dell," but she'd just been re-reading "David Harum". One at the next desk liked all of L. M. Montgomery's books, and "The Blue Window" by Temple Bailey.

An alert girl when asked what books she would take, said promptly: "Depends on where I was going. If to the country where there wasn't much else to do, I'd take some books, but nothing very heavy. I don't think much of the country anyway! But I like mystery stories." "Satan Finds" and "Red Ashes" were specified.

Another little woman who makes a business of thinking and who has travelled, worked her problem out like this: I would take "The Bridge of San Luis Rey", the much-talked-about present-day work, of which I have only read a review; The Pickwick Papers. Dickens never grows old, and his humor and caricature are unsurpassed; Sheridan's dramas, which I haven't had time to read, and here's hoping I find therein some real argument re woman vs. man! and if any money remained, a book on old cathedrals, for I always was "kookoo" about Milan, Cologne, St. Peter's and Indian mosques: "The Golden Dog", the book I like best of Canadian historical fiction, and read in my early teens; and a copy of Pauline Johnson's "Flint and Feather" to interpret my love of woodland and stream, and perhaps one of Bliss Carman to make the music of nature sweeter.

SHE JUMPED OFF THE DEEP END.

(Continued from page 7.)

"This went on for months," she said, "until one day I was telling my troubles to a stage friend, who promptly gave me a letter of introduction to a friend of his. This man heard me in frigid silence and showed plainly that he wasn't a bit interested, and though I talked long, and at times desperately, he remained apparently unmoved.

"At length he gave the signal that the interview was at an end, and came politely to the door with me. Then what happened I cannot guess, but he swiftly changed his manner, held out his hand with a sudden gesture of relenting and said, 'I'll give you a

thousand pounds as a starter. You deserve it'.

"This was so sudden I nearly collapsed after the strain of the fight I had been putting up. Words refused to come, and fearing the disgrace of being caught weeping, I fled from the place without even saying thanks. But I hope he understood.

"I still look back on that as the finest moment in my career."

The rest of the story is simple after that first splendid effort. No future step ever seemed so difficult, and at the end of 1925, after 15 months of interviewing, she found herself with £6,000, and with this she founded the Britannia Films Ltd.

But there is no climb so glorious finally, as that which is broken with reverses. Besides truth demands that we draw in the dark lines as well as the high lights.

Miss Shurey began her first film production at a time of great depression and when not a single studio was working in Great Britain. Yet, bravely again, she threw caution to the winds and gambled.

Her gamble failed. Every penny of that £6,000 was lost in that first venture, but a man who had been among the early ones to back her enterprise, still had faith in her ability and her project, advanced her more money, and her second film was begun.

This was "Every Mother's Son", and as Mr. Luke says, "It swept the Empire", established her success and put the company on a sound footing.

"My only regret," confessed the young woman film director, "is the knowledge that I fell short of my ideal. No painters, no writers, no art patrons on my board. Only one factor I've achieved—British film stories in British settings."

CAN MARRIAGE AND A CAREER BE COMBINED

(Continued from page 11.)

on the fact that higher wages mean greater prosperity with everyone making more and spending more.

In the same way the married business woman helps to improve business conditions. Because she has more she spends more. One woman does not make much difference, but what about a larger army of them, all having more or less help in their homes, all buying more clothes, most of them ready made; all of them with their families eating more of their meals "downtown", all buying luxuries, seeing more shows, taking more trips?

Business everywhere is improved and more help is needed in all lines of work from the manufacturing of materials to the selling of them. Taking this into consideration, the married business woman does not make jobs scarce for the single girl. She may take one specific job that one single girl might have had, but at the same time she is contributing to the jobs of a hundred other workers.

It is just an endless chain with more people working, making more work, and more work requiring more people. It is just a way of getting more out of life. She does more, gets more and gives more. In other words, she puts the worthwhile things of life into circulation and keeps them moving.

Some people declare that the married woman working has a tendency to cut the wage scale. She just works for "pin money", I have been told.

This may be true in some cases and naturally should be condemned, especially by the single girls. But in my own observation, the woman who is working outside her home because she prefers to do the work she has been trained to do, instead of keeping house, is after the salary too. The days when she was single and earning a good wage has given her a definite idea of what she is worth, and besides by accepting too small a salary, she is apt to find that she is working for practically nothing after all her "extra" expenses coincident with her working are paid. For her own welfare she will feel the need of a standard wage.

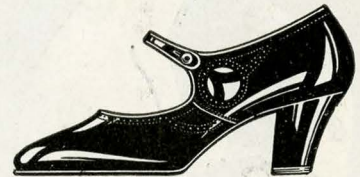
And what does Bill think of being a working woman's husband? Does he feel neglected because I do not cook for him and because I do not darn his socks? As a matter of fact he says that my cooking is all right but that Matilda's is much better, and that Matilda's darns don't hurt his toes like mine do. So why should I waste my time with such? On the other hand, my working makes it possible for both of us to get much more out of life with it opening up new avenues of recreation and enjoyment and bringing us luxuries we otherwise would do without, why should Bill object? He is my life partner and I am his, and we are both working for the betterment of our firm—US.

While all husbands are not like Bill, it is his opinion that every minute I spend cleaning the house is wasted time. "Anyone can do this stuff around here," he is subject to saying when he finds me trying to cheat the laundry out of a few cents worth of washing or Matilda, who works by the hour, out of a few minutes of cleaning. "You need your strength for your job and entertaining me. We both have our work. Let someone else tend to the house."

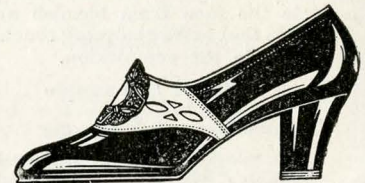
So much for one man's opinion. And contrary to my friend's prediction that he would not dry dishes for me after we were married, he does just that whenever it is necessary for either of us to. He prefers not to, I will have to admit that, and that is why we have Matilda. If either of us has to work at home, however, he is my "helpmate". We each have our own responsibilities, but after all, our responsibilities are each others and we consider and handle them that way. Again, it is the firm of US we are working for.

(Continued on page 21.)

The Feet of Summer



LOIS—an Enna Jettick one-strap. Of patent leather, white, brown black and French beige kid. All sizes.



MARY—an Enna Jettick pump. Of white, brown, black and French beige kid. Also patent leather.



BETSY—an Enna Jettick tie. Of white, brown, black and beige kid as well as patent leather.

All
\$ **7.**

Third Floor

THE ROBERT **SIMPSON** COMPANY LIMITED



A smooth fragrant powder that protects the face from blemish and adds that extra charming touch to the complexion.

Write for free sample

Chamberlain's Face Powder

So many readers of Business Woman's Magazine have tried this new powder and expressed their perfect satisfaction, that we are sure you will be more than pleased with it.

Chamberlain's Face Powder is light enough to spread smoothly and evenly without the least caking, yet with just enough weight so that it clings. Its fragrance, too, is new—a delicate suggestion of Orange Blossoms and Roses—distinctly unusual because it harmonizes with any perfume.

Chamberlain's Cold Cream

Used at night as a massage it imparts to the skin a smoothness and firmness, and in the morning brings out the natural healthy coloring. Soothes chapped skin, relieves sunburn and windburn. Its daily use will ward away approaching wrinkles and assist in erasing those that have already made their appearance.

Chamberlain's Vanishing Cream

Keeps the skin smooth and velvety, without the least greasiness or stickiness—erases tired lines and wrinkles—prevents tan, freckles, sunburn and windburn—prevents nose shine or dryness of the skin—and is an excellent base for face powder.

Chamberlain's
FACE POWDER

CHAMBERLAIN LABORATORIES
Dovercourt Road - Toronto



You Can Be Good-Looking

This Month Alison Dunn Teaches Us the A.B.C. of Good Looks



YOU can be attractive—YOU who are reading these words. Oh, I know you think your face is too round, or that your nose is such a funny shape, or that your chin is too long, or that your mouth is too big. That doesn't matter one bit. Classic beauty of features is not necessary. You can be good-looking.

Just say it over to yourself to hear how nice it sounds, "I can be good-looking".

But how?

That's why this department of "The Business Woman" is here—to tell you how.

There is no patent process. You can't buy beauty in little tablets to be taken three times a day. No, there is no royal road to beauty. It takes—not money, fortunately—but time and perseverance.

Are you willing to buy good looks at the cost of a little time every day? Every day, mark! No concentration for two weeks, then neglect for one, then a fresh start next month. If you are willing, you will go gallantly on your way (one of the host who all through the ages have sought for beauty) flaunting your banner exultantly—truly a banner with a strange device, "I'm going to be good-looking!"

Do you remember how those who were staying behind tried to detain the caravan in old Bagdad? But to all cajolings the travellers answered, "We make the golden journey to Samarkand."

and off they went seeking their goal across the hot deserts. So we make the golden journey to beauty—off across the days and weeks and months, through store and factory and office,

in the face of dust and grime and wind and sun. And all the time we say, "I'm going to be good-looking"; and bye-and-bye, "I'm getting to be good looking"; and one joyful day, "Why, I believe I am almost good-looking!" But I hope you'll never be quite sure that you've reached the goal, because then progress would cease.

The Foundation of Good Looks.

Unromantically enough your journey will start in a bath tub. For the "A" of good looks is CLEANLINESS. This is the reason:

One third of the waste matter in our systems has to escape through the pores in perspiration. Of course it can't escape if the pores—thousands of tiny, tiny holes all over the surface of our bodies—are not kept clear. The one sure way to keep them clear is to use water—lots of it. If you don't, and the poisons can't escape the results are very far-reaching. Not only will you have blackheads, blemishes and a muddy-looking complexion, but your hair will be lifeless, your eyes dull and you won't walk as if you were glad to be alive. The condition of your hair and skin depends on your general health, and so does your whole attitude towards life.

So you see that a bath of some kind every single day is one of the fundamentals of good looks. I am going to class baths under two heads—(1) cleansing baths, (2) stimulative baths.

To the first class belongs the warm bath, which should be taken at least every other night before going to bed. This kind of bath you should take leisurely. It will open the pores and

cause excessive perspiration, thus clearing the system of much of the waste matter. The warm bath has a relaxing effect, relieves fatigue and muscular soreness and induces sleep. If you are not going to bed, you should end with a tepid, then a cold shower.

To the second class belongs the cold bath. To make you sparkle with life and go at the day as if it were the only day in all the world, a cold bath in the morning is a splendid recipe. Contrary to general opinion, nearly everybody can stand a cold bath if she is only sufficiently strong-minded and if she goes about it in the right way.

Start in the warm weather (no excuses for us now) and with a sponge bath. Make it tepid the first few mornings, then gradually cooler. Within two or three weeks you will be enjoying the exhilarating effect of a plunge or shower in cold water. Keep moving while in the tub, and afterwards rub yourself with a rough towel until you tingle.

A tepid bath has no particular effect such as opening the pores or stimulating the circulation. It may be taken any time during the day for cleansing purposes—any time except directly after meals. No bath should be taken for an hour after eating as it draws the blood away from the stomach to the surface of the body and thus hinders the process of digestion.

A hot bath should be taken only upon the advice of a physician or when trying to break up a cold.

An Improvised Shower.

The lack of a shower fixture need not hinder you from ending your bath with a shower. Kneel in the tub. Hold a sponge or washcloth under the cold water tap. Then squeeze it out, over your chest and arms. Again—over your back. Standing, shower the legs in the same manner. Some people prefer to keep a pitcher close at hand from which to pour the cold water all over the body.

There are so many accessories nowadays to make bathing a delight: colorful washcloths, towels and sponges; flesh brushes and shower brushes of all shapes and sizes; bath salts and dusting powder that smell like an orchard in May, or to match your favourite perfume; and soaps aplenty. No one can tell you what soap to use. Experiment till you find one that suits you exactly. Then thank whatever gods may be and cherish it.

So much for the gentle art of bathing!

The second fundamental of good looks is this—be yourself.

Don't imitate anybody else no matter how much you admire her. Because the gallant little swing of her shoulders is charming in her, is no guarantee that it will be in you. Because people swarm about Dorothy who has one of those slow lingering

smiles like a movie close-up, don't try it yourself. You will probably only look ridiculous. Very likely you have a delightfully boyish flash of a smile instead. Because Marie goes on her triumphant way with her hair slicked back, long green earrings and a slinky satin evening gown, is no reason why you should copy her. You were probably cut out to wear frilly organdies and your hair in a soft fluff. Jane is popular. Jane is witty and talkative and impulsive, with fly-away curls all over her head. You try to imitate her and your "pep" falls horribly flat. The fact is you have a certain quiet dignity that is quite as charming as Jane's "cuteness".

On the other hand, really be yourself. How monotonous it would be if everybody were exactly alike. Don't go through life afraid of what people are going to think of you if you do your hair a little differently from the mob or wear a style that nobody else is wearing this year. Wear what you really want to wear and act the way you really feel like acting. It is only in this way that your personality can stand out in the crowd. Be natural and the result is sure to be pleasing.

And last, but by no means least, if you would look attractive think pleasant thoughts. This is not a sermon. It's just common sense. So every morning when you wake up think of this—"The day will bring some lovely thing". Of course you think it will bring just the same old round. But it may not. Look for beauty everywhere—even in crowded street-cars. Look at the people round you. Everyone of them is a surprise parcel, all carefully done up so you can't see inside. So is every single person you meet. What fun when you get a chance to untie the string and shove aside the wrappings and see what they are really like. Every day is an adventure—something nice may happen the next minute, and if it doesn't—well there's to-morrow!

Remember the banner over you is beauty and—"We're going to be good-looking."

When twenty-four members of the Business and Professional Women's Clubs of the State of Maine passed through Toronto, on their way to the convention of the Business and Professional Women's Club at Mackinac Island, they were welcomed and entertained by our own club. As their train drew in at the Danforth, a radio welcome broadcast by Miss Mabel Stoakley, over KGW reached their ears. They arrived at the Union Station at 6.40 in the evening and were taken for a two-hour sightseeing trip, visiting Hart House and the Royal York. Afterwards, they were entertained at the Club rooms and left at 11.45 for Niagara Falls, thence to Detroit and Mackinac Island.



HOT WEATHER and MODERN STYLES

Favor the New Waves—

**Naturelle
Frigidine
Realistic**

As always, Pember's is in the van of new and popular beauty aids, and the sweeping success enjoyed by the new Permanent Waves—NATURELLE, FRIGIDINE and REALISTIC—has proven again the reliability of Mr. W. T. Pember's judgment and taste in hairdressing styles.

With the arrival of the warm weather it will be a wonderful convenience to have your hair permanently waved, in addition to the charm and beauty of looking well-groomed no matter what the weather is like.

LILLIAN GIBBEL

**Will demonstrate Max Factor's
Society and Summer Tan
Make-Up.**

A stunning creation, Max Factor's Sum'r Tan (Powder and Base) gives a perfect suntan coloring, fascinating and fashionable.

See it demonstrated by Lillian Gibbel, and learn the correct way to apply Sum'r Tan Make-up.

Discussions on color harmony in cosmetics and advice on skin care.

Don't miss this opportunity to learn the beauty effects obtainable with the world-famous "Cosmetics of the Stars," and be sure to visit the main store of

W. T. PEMBER STORES

Limited

129 Yonge St.
ELgin 2226-7
and 1933



Branch Store:
272 Yonge St.
ADel. 4197

OPEN EVENINGS

The Woman at the Counter

By I. MACDONALD.

"I KNOW my business, madam!"

I can readily recall the words, and even more the tone in which they were uttered, despite the intervening years since we of the feminine world paraded in unshorn locks. The occasion was somewhat unique. I, the unfortunate one, was having my hair shampooed in a tiny hairdressing shop which had but recently started up. Indeed, it was the modesty of its pretensions to a niche in the business world that had led me thither, having always had a sentimental leaning towards beginners, owing, no doubt, to the many "beginnings" within my own experience.

In those days human ingenuity had not overcome the disadvantages of nature; one did not simply put one's bobbed head under the tap to revive one's "permanent", and after a swift electrical evaporation present oneself again to the world with an immaculate coiffure. No, shampooing was an arduous work and woe-betide the occasion when soap was left, sticky and entangling, in one's hair. I had suggested quite courteously another rinsing, whereupon my lady-of-the-brush-and-comb greeted me with the aforesaid announcement. There was, of course, nothing further to be said or done on my part except possess myself in patience, pay my bill and walk out; all of which I did in due course, but with the firm resolution that those precious locks—for they were mine even if the "business" was admittedly hers—would never be conveyed thither again.

In the above case the woman was herself sole proprietor of the establishment she was running. It was "up to her" to hold her customers or scare them off as she chose. A distinctly different responsibility rested with the clerk in a department store from whom I once purchased a pair of gloves. The first pair she attempted to fit me with having refused to go on despite a determined application of muscular force, I pointed out a very noticeable defect in the stitching of one. Whereupon the saleswoman, with an exaggerated loyalty to her own commodity, assured me there could be no mistake in the manufacture of the gloves and that the defect lay in the Almighty's own scheme of things in having failed to construct both my thumbs from the same pattern.

If this was an error of judgment on the part of the clerk, much less do I approve the aggressive efficiency of the one who tells me so gushingly that that little mauve hat looks wonderful on me, "so smart and just the very latest! Besides, madam, it makes you ever so much younger." Perhaps it



AN increased appreciation of the opportunities for women in department stores, marks many of the recent discussions on careers for women. In practically every field of business, woman's capacity is now recognized as being equal to man's. The department store is one field where her ability is by nature the greater. Women buy 90% of all that is purchased to equip the home or outfit the members of the family, and "the art of salesmanship is simply the art of vicarious purchase".

Successful selling is the first step in a department store career. It leads to any number of interesting positions—particularly to that of buyer. In fact, selling is the only road that leads to buying—and buying is the attractive peak of many a woman's ambition.

is the natural instinct of self-preservation which makes each of us defend himself against the "super" men and women so prevalent in the business world to-day. Such, for example, is the optimistic young man who advances to meet you with an ingratiating smile:

"Want to look at our new vacuums, Madam? Just take a minute to show you how they work. Oh, quite so—you're not buying a sweeper to-day. Some of our new furniture polish, maybe? No,—we have percolators on special at . . ."

No, perhaps I am a bit too retiring for modern life, but I state frankly that I do not wish the sanctity of my mind invaded in this Napoleonic manner. And although I admit that I may be something of a poet, wandering aimlessly in search of inspiration, yet I wish that to come of an original source. Indeed, I am suffi-

ciently perverse to turn aside deliberately from any suggestion thrown in my path, and in this I do not believe I differ greatly from the general run of human beings. There is only one place at which I will permit my memory to be jogged, and that is the grocery counter.

It may seem perhaps a bit presumptuous for one who has never taken lessons in it, to dictate to others what the art of salesmanship is within the precincts of a department store, but in the capacity of a customer I know precisely what my requirements are in the clerk who serves me.

The day of obsequious service having long since passed, one cannot complain of errors in that direction. Much more to the point one might instance the occasion when one rushes into the store hastily to match that bit of spun silk, intending to catch the next car home, and finding a group of three young people talking together confidentially, one stands hesitatingly beside the counter hoping by one's persistent presence to distract their attention. After some time one of the three—a young person with an expression of haughty boredom on her countenance—comes leisurely forward, takes the sample and flipping it between her fingers gives a cursory glance up and down the shelves and turns to announce that there is "nothing like that and you can't get it in town".

In contrast to the above type of saleswoman is the one who insists upon chaperoning you with all the efficient care of a tourist guide. One cannot escape from her in order to be alone with one's thoughts in making the necessary deductions, etc., preparatory to the contemplated purchase, and finally in desperation one rushes out on to the street again.

To put it briefly, the art of salesmanship is the art of vicarious purchase, and as such it calls for a broad education and a fine intuition. The clerk who is an invaluable drawing card to the firm is he or she who does not play up the "psychology stuff" too strongly, but who simply is, himself, a person of good taste who, out of his fund of information and experience, as well as intuitive understanding, is able to present to the customer precisely the thing that she ought to have. If his customer is a person of good judgment she will recognize what she wants immediately, but a large percentage of customers are those who require to be shown tactfully and honestly, and so far as the clerk is concerned advice well given is never forgotten.

What though your customer once in a while goes out without buying?

It is not the sale you make to-day that is of paramount importance, but the innumerable sales that your honest advice may have made for you in the future.

No doubt it is hard to remember that you are a Crusader on behalf of beauty and goodness when the day drags wearily on, leaving you footsore and exhausted, but the public is not after all so inhuman as it seems. It is the smile you don't remember, or the patient interest in a trying hour, and the innumerable courtesies long forgotten that have registered with that dull, phlegmatic public. Above all, it is you yourself and not all the wealth of the Orient stored within a palatial building, that makes the business. Surely there is a sense of pride in the thought that you, in your modest self, wield more power than all the managers and directors together—if you are a person and not a number.

CAN MARRIAGE AND A CAREER BE COMBINED?

(Continued from page 17)

The trouble with many of those who still feel that a woman's place is in the home is that they are forgetful of the fact that conditions are ever changing. They forget that the business girl is different from her grandmother—her mother even—that she has been trained for a particular job and knows little or nothing about a kitchen and keeping house. They forget that a married woman can really maintain a home in this age of specialization even though she does not do her own work. They forget that, being a business woman, she can regulate the family finances and routine in a business-like way, and they forget, too, that she is an important economic factor contributing to the betterment of business in general. While the married business woman to be successful must remember that she is still just one person with the strength of only one person and that she must use her strength accordingly. She must remember to see that the family finances are kept in shape to meet emergencies as any good wife should do. She must remember that her husband is still the sweetheart she married and treat him accordingly. She must remember, too, her responsibility as a married working woman to the economical scheme of things, making her money, spending her money and insisting upon a fair wage.

Yes, the working married woman is more than a passing fad. She has come to stay—has come to make this a better world for her children, meanwhile, getting more out of life herself. And the business girl of to-day will find herself the business woman of to-morrow. Someone else who makes a business of it will keep her house.

**End the Day With a Smile
of Happiness**

WEAR
**MENIHAN'S ARCH-AID
SHOES**

**A Scientific Correct Shoe, Designed To Meet
The Requirements Of Your Feet.**

**The Shoe That Embraces Both Style And
Comfort.**

*Showing a Decidedly
Smart Model, Suitable
for All the Season's
Dress Occasions. White
Kid One Strap.*

**ARCH-AID
BOOT SHOP**

1400 St. Catherine Street West
Cor. Bishop Street, Montreal

Gently
Supports
the
Arch

24 Bloor St. West,
Toronto, Ontario.

425 Portage Ave.,
Winnipeg, Manitoba.

YOU'LL admire the Hot-
point Percolator for its full
flavored coffee . . . and the
safety device which protects
the percolator.

HA-79

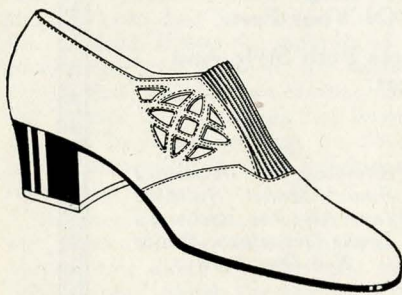
\$21.70

Hotpoint
PERCOLATOR

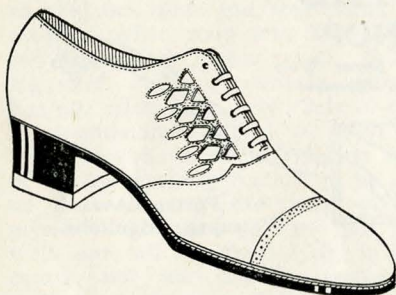
A CANADIAN GENERAL ELECTRIC PRODUCT

SHOES for SUMMER

Sports
Business
Dress wear



Elastic gore, turn-sole cut-out, for dressy wear, beech tan and black kid—\$12.00.



Cut-out Oxford, welt sole. Black and medium tan kid—\$10.50 and \$11.50.

Also Plain Oxfords,
Golf Shoes, Straps.

A perfect fit guaranteed before
you buy the shoes.



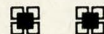
NATURAL TREAD SHOES
DISTRIBUTING CO. LTD.

18 Bloor St. West - Toronto
Kingsdale 1910

Out-of-town customers may be fitted by
writing for self-measurement chart and
literature.

Listen in to Mr. Taplin's talk over
CKGW each Monday at 6.45 p.m.

She Does Something Entirely New and Different



THE charm of the unusual, and the romance of "far-away and long-ago", are found in the work of Miss Juliette Gaultier De La Verendrye. This Canadian woman is the first to make an intensive study of the folk songs of the "habitant", the Indian and the Eskimo. "Miss Gaultier made it her life work to gather all the folk music of her native Canada and bring it to the public," says the "The Beaver" in an interesting article, from which we quote:

Some singers of folk-songs have brought to us French-Canadian *chansons*, but who has lived with the *habitant* of Quebec day in, day out, to gather hidden material to catch melodies reminiscent of the days when this land was the New France? We have heard of the land of Evangeline, Acadia, but who has spent weeks and months among the present day dwellers of this fair land, gathering the miracle-songs that still survive there? Singers there have been of Indian songs, some genuine, many crude attempts to entrap the real rhythm, but who has lived with the Indians, not for days, or weeks, but for years in order to learn the native music of the true Americans? We have heard rumours of the Eskimos having a music of their own, but who has attempted to learn the Eskimo language in order to sing their music, who has spent weary hours pursuing elusive nuances of tone to capture the authentic melodies of the peoples of the frozen north? No one, until Juliette Gaultier de la Verendrye, a Canadian, direct descendant of the famous French explorer, Pierre Gaultier de la Verendrye, discoverer of the Canadian Rockies, made it her life work to gather all the folk music of her native Canada and bring it to the public.

Miss Gaultier has done a stupendous work. As a result she has brought to the world of music not only material, but a hint of a great treasure-house yet unexplored. Her programmes are unlike any ever before presented. She passes from the extreme simplicity and beauty and loveliness of the old French-Canadian *chansons* to the barbaric melodies of Indian music and on to the odd rhythms of the Eskimo. Yet never does her programme become monotonous or tiresome. Into it she has thrown vivid contrasts that command unflagging attention.

Possessing a glorious mezzo-soprano voice that was trained for opera under Vincenzo Lombardi, teacher of Caruso, and which has been heard in opera in America and abroad, Miss

Gaultier has been bold enough to discard the accepted forms of accompaniment and sings to that which is appropriate to her music. For her French-Canadian songs she uses a small auto-harp or a viola d'amore; her Indian songs are sung or chanted to the beat of the ton-tom, while her Eskimo songs have no other background than the beating of the most primitive drum—a bit of deer skin stretched on a hoop. At times, when there would have been no accompaniment, she sings alone in all the vigour or loveliness or her magnificent voice.

The programme is divided into groups, and each group is presented in appropriate costume. Some of these costumes are priceless, the Eskimo costume, for instance, being one of the collection made by Vilhjalmur Stefansson on one of his Arctic expeditions. Where conditions especially warrant, Miss Gaultier adds to the effectiveness of her entertainment by using scenic backgrounds painted by the Canadian artist Langdon Kihn. She can also for special occasions enhance the interest by showing between song-groups motion pictures of the peoples of whom she is singing, these pictures being supplied by the Department of Indian Affairs in Canada.

Miss Gaultier is only just being recognized for the great work she has done. Her concert at Town Hall, New York, last season, attracted unprecedented attention, and her concert in Boston, Mass., was equally noteworthy. In Canada, her discovery has been just as complete and she has sung now at the Quebec Musical Festivals and the Banff Highland Gatherings. Her concerts have been given under the patronage of Lord Willingdon, Governor-General of Canada, Rt. Hon. Mackenzie King, Prime Minister of Canada, the Hon. Vincent Massey, Canadian Minister at Washington, and also under the Department of Indian Affairs and the National Museum of Canada. She studied under the patronage of her uncle, Sir Wilfred Laurier, and Lady Laurier and Lord and Lady Strathcona.

Here is one of those rare unusual things that are found but seldom in music. From a musical point of view, Miss Gaultier's programme is unique, even among the unique, but from an entertainment point of view it stands out as a newly-discovered gem. Miss Gaultier is above all a supreme entertainer, with a gift for making people so completely forget their own worlds as to allow themselves to be transported to the realms envisioned by the artist.

WHAT IS A LIVING WAGE FOR BUSINESS WOMEN?

(Continued from page 4)

coat, costing \$16.53, to last two seasons; a wool dress, \$5.98, to wear two years; a silk dress, for two years' wear, at \$7.96; three pairs of cotton stockings at 26 cents each for a year's wear; one pair of silk stockings at 97 cents and two pairs of wool stockings at 63 cents; a Summer hat, at \$2.11, to last two seasons, and a Winter hat \$2.15; and six handkerchiefs at 8 cents each per annum. Even this minimum cost for clothing was found to be out of reach of the average industrial worker in Ohio.

Conditions in the Orient.

Since this study was made in 1927, the survey now being made by the Y.W.C.A. may shed some light on the effect of the recent years of prosperity on workers and the incomes of women.

Studies of the problem, less wide in scope, have been made by various consumers' leagues, by branch offices of the Y.W.C.A., by the members of the Women's Pan-Pacific Conference held in Honolulu in 1928 and by the former Y.W.C.A. industrial secretary in China, Eleanor M. Hinder. Miss Hinder's conclusion concerning living conditions in China was: "While standards of child labor in China remain low, labor generally in China is unable to reach a living wage rate; while Chinese labor is cheap, money goes to China for investment. Workers in other parts of the world are then in direct competition in their struggle for adequate conditions with the poorly-paid labor of China."

The women attending the Pan-Pacific Conference, in their study of wages, cost of living and employment, discovered that in 1926 more than six thousand women and girls in Korea were working in rice hulling, tobacco, printing press, silk filature, cotton weaving, pottery and leather factories. Their age distribution ranged from less than 10 years to more than 60 years. Their shortest working day was ten hours and the longest thirteen. Their wages ranged from 10 sen (5 cents gold) to 1.20 yen (60 cents), according to age and efficiency.

It was found that the working conditions of these Koreans were anything but favorable. In the large cotton mills the windows were kept closed in order to keep the yarn from getting dried up, for dry threads slow down the weaving processes. In tobacco factories where the employees are mostly young girls, lack of fresh air and the influence of nicotine causes faces to turn pale and yellow after six or seven months' work.

A study of Japanese women in industry made by Yoshi Shoda, a lecturer in sociology in the Women's

University of Japan, showed that in Japan 3,122,485 laborers were male and 1,554,181 female. Among these 1,053,663 women workers were employed in factories and 69,378 in mines. Although the factory act allowed only seven hours of work in a day, with overtime under exceptional circumstances, actual hours in spinning and filature factories were frequently as long as thirteen to fourteen hours. In night work, 224,801 women were employed within the ruling of the factory act, more than 200,000 women working at night in cotton, spinning and weaving factories. Their wages, according to this study, ranged from 30 sen to 1.50 yen per day. Although 1 yen is only 50 cents and 1 sen one one-hundredth part of a yen, the women workers—who earned less than half the wages paid to men—frequently had to support their parents upon such small salaries.

Because of unhealthful sanitary conditions in the factories where they worked, 97 women employees out of 1,000 succumbed to tuberculosis, and 764 out of 1,000 fell ill from diseases of respiratory organs, having a very close relation to tuberculosis, according to this Japanese survey.

CALENDAR REFORM.

Caesar Augustus, and Pope Gregory are responsible for the calendar as we have it to-day. Even in its present form it is far from satisfactory. Scientists tell us there is an error of eleven seconds between the astronomical and calendar year, and the normal date of the vernal equinox falls more nearly on March 20 than on March 21.

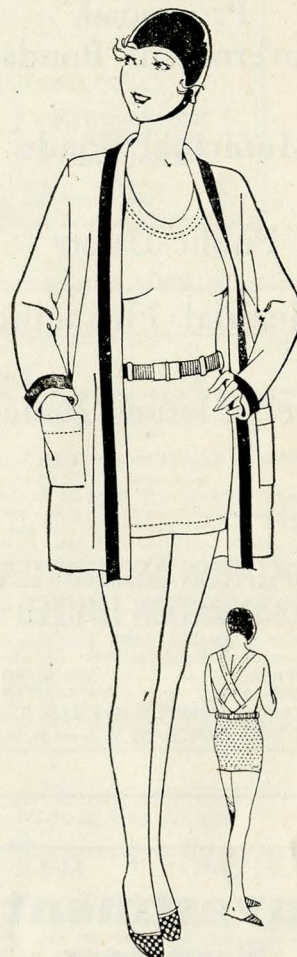
The League of Nations have considered the matter, and the United States are pressing for calendar reform. Should that come about the Cotsworth calendar is said to be looked upon with favor.

Many business houses in the south have already adopted the 13-month calendar similar to that suggested by Mr. Cotsworth. Should the League of Nations press his claims for the world's consideration, Mr. Cotsworth will be famous indeed.

The Gregorian calendar, dating back to 1582, is an anomaly in an exact age. A change to a more simple method would be appreciated.

Miss R. L. Shaw, of "The Gazette", has been elected president of the Montreal Branch of the Canadian Women's Press Club. This branch is now one of the largest in the Dominion, having a membership of 66.

To The Glory of Sun-Tan



These new Bathing Ensembles are the smartest things "Under the Sun" with their Beach Coats, Sun-tan backs and trim belts!

Never before were bathing suits taken so seriously—you just can't get away with an old-fashioned one!

The costume illustrated comes in pure wool. It assists the suntan vogue by having only two cross straps at the back. There is a short overskirt and smart belt in contrasting colors. The two-piece suit in red and white, navy and white or black and white combinations,

\$4.95

The separate Beach Coat in tri-color to match,

\$10.00

We have also very smart little one-piece suits of pure wool with the suntan back in colors to match the Beach Coats at

\$2.95

The Evangeline Shop

Yonge at Bloor Yonge at Castlefield
Yonge at St. Clair Danforth at Pape

Windsor London St. Catharines
Kitchener Ottawa Guelph

Store Hours: 9 a.m. to 10 p.m.

Dominion and
Provincial
Government Bonds

Municipal Bonds

Public Utility
and
Industrial Financing

Foreign Issues Quoted

DOMINION SECURITIES CORPORATION LIMITED

Established 1901
E. R. Wood, President
MONTREAL LONDON, ENG. WINNIPEG VANCOUVER
Head Office: TORONTO, 26 King St. E.
MONTREAL OFFICE: 275 St. James St. W.

Investment Survey

We have prepared in graphic form a comprehensive review of investment practices of Canadian life insurance companies over a period of nearly fifty years.

In 1881 their investments were \$7,000,000; in 1929 they are in excess of \$1,000,000,000.

Individual investors will gain worthwhile suggestions from the investment practices of life insurance companies.

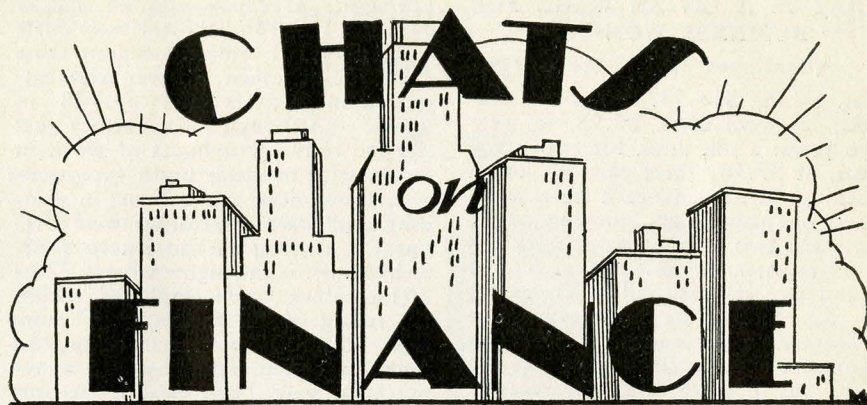
*We shall be pleased to mail
a copy upon request.*

A. E. AMES & CO.
LIMITED

Business Established 1889

Montreal TORONTO New York

Vancouver Victoria London, Eng.



Outsiders Are Not the Only Ones to Suffer Losses on Mining Stocks

By W. A. McKAGUE.

(Mr. McKague will help you with advice on your investments. Enclose a stamped envelope.)

SOME Canadians who were in a position to have intimate knowledge of Treadwell-Yukon Mining Company, bought a lot of the stock at \$26 a share; it went down to about \$10. Another man, equally well-informed, made a heavy purchase of Pend Oreille shares at \$24, and had the pleasure of watching his holdings go down to \$6 a share. These are instances which, though extreme, yet are actual, and they illustrate the fact that the outsiders are not the only ones to suffer losses.

Yield of Mining Stocks.

The following shows the yield of mining stocks at prices prevailing early in June, figuring in bonuses as well as regular dividends:

Stock	Yield %
Consolidated Mining & Smelting	3.30
Dome Mines	10.70
Hollinger Consolidated Gold Mines	11.40
International Nickel	1.78
Lake Shore Mines	4.55
McIntyre Porcupine Mines	5.97
Mining Corporation	6.58
Nipissing	12.00
Premier	16.00
Teck-Hughes	7.40
Wright Hargreaves	7.35

What strikes one at first sight is the great variety in yield. The chief reason for this is that some of the mines are growing and increasing their output, and others are on the decline. It brings out the fact that a mine is not a permanent industry. Once the ore is all examined and estimated, the total output of the mine is known, as far as is possible to know it in advance. The rest of the job is just raising it and milling it, and every

dollar of profits and dividends represents so much out of the assets.

Premier, for instance, has been one of the richest properties in Canada, and one of the biggest dividend payers. Yet at present prices it yields 16 per cent. It is recognized, however, that out of the ore body now being worked, the present dividend of 24 cents a share annually cannot long be paid. Out of that 24 cents, the holder should consider about 9 cents as interest and the rest as repayment of his capital, because unless other sources of profit are uncovered from time to time, some day the mine will have to quit.

Nipissing, which gives the next highest yield, is still making profits out of its silver ore, but these also are being used up, and the same argument applies. Dome and Hollinger are also regarded as on the down grade, from the viewpoint of ore reserves. That is, the amount of new ore brought to light each year is generally less than is used up, so that the "ore reserves" decrease.

Mining Corporation was a big producer of silver, but its main assets now are its holdings of shares in other mines, including Hudson Bay Mining & Smelting, so that it is really in the nature of an investment company, and the value of its stock depends on the value of these other shares.

The others may be considered, probably, as still in the growing stage. Teck-Hughes has produced a lot of gold, but it is sinking shafts much deeper than formerly, and therefore may increase its ore greatly. Wright-Hargreaves reduced its dividend payment, and there has been much uncertainty about the value of its property, but it at least has good chances of a long future. McIntyre is a neighbour of Dome and Hollinger,

but it has not been worked to such an extent, and appears to be still gaining ground. It, along with Lake Shore in the Kirkland Lake section, may be considered as bringing a present return which is fairly dependable for some years, and at the same time with chances of higher rates.

Consolidated Smelting and International Nickel have such enormous quantities of ore to work on, that their outlook stretches indefinitely into the future.

Some other mines which are prominent in the markets, such as Sherritt-Gordon and Sudbury Basin, have not yet reached the stage of regular production, so their market value is based on expectations. Noranda is successfully operating, and dividends may be paid this year or next.

These points illustrate why the dividends from a mine must be treated differently from income from other types of investment. Part of the mining dividend is, as a general rule, part of the assets represented by the purchase price of the stock. An industrial company, on the other hand, should be able to keep its assets intact, and probably adds to them from year to year.

Good Bonds Are Now Very Cheap.

It has been pointed out in these columns in recent months that good bonds are very cheap. This condition continues, and even Provincial bonds can now be secured to pay 5 per cent. Bonds have gone lower than was expected, but the loss has been small when compared with losses on most stocks. So those who have bought bonds recently have no cause for either regret or anxiety. It is well to remember that you cannot always buy right at the bottom, nor sell right at the top. Just try to make a good purchase, or a good sale, and if this is accomplished you come out right in the long run.

Getting Ahead.

Methods of saving and investing are as varied as people themselves. Some people are very systematic, putting aside so much each week or each month, and making their investments regularly. Others, again, spend all they can lay their hands on for a while, then take a turn at playing miser. The former plan is certainly the more sure, and you seldom find any one of that type to be broke. But it may be monotonous, and the results are very slow at the start, while if carried on after the need for saving is past, it may pervert one's outlook.

Possibly we can best adopt the best points of each plan. For instance, perhaps we can live very comfortably and still have a little of our regular income left over for saving. Then any special income, such as bonuses, legacies, interest or profits can be put to savings. If we can provide for

STOBIE-FORLONG & CO

STOCKS BONDS GRAIN

HEAD OFFICE:

BAY AND WELLINGTON STS. TORONTO

MONTREAL
HAMILTON
BRANTFORD

KITCHENER
OSHAWA
ST. CATHARINES

Private Wire System Connecting Branch Offices
and Montreal, Winnipeg, Vancouver, and New York



Facial Blemishes

Removed Easily by Treatments at Home

If you have Skin Troubles, such as Pimples, Blackheads, Redness of Skin, Eczema, or other skin defects, write us for free information and advice. Our 35 years' experience is at your service. CONSULTATION FREE. We send our famous Skin Treatment, PRINCESS COMPLEXION PURIFIER, by mail, charges paid, on receipt of price, \$1.50, with fullest instruction for home use. Do not fail to write us if we can be of service. Our methods are approved by physicians and our treatments are thoroughly reliable.

Write for Booklet "W"—
"Personality and Charm"
—FREE.

We remove Moles, Warts, Superfluous Hair and other facial blemishes permanently by Electrolysis. We are the most experienced Electrologists in Canada.

HISCOTT INSTITUTE LIMITED Hiscott Building 61 K, College St., Toronto 2

THE CHOP AND TEA SHOP

132 YONGE STREET
(J. Nelson Day Entrance)

Toronto's Newest Tea House

Lunch - Tea - Supper

11.30 a.m. to 7.30 p.m.

The food excellent Service efficient
A group of paintings by Mr. G. H. Reid may also be enjoyed.

HAPPY WEEK-ENDS

Fifteen miles down Kingston Road

ROUGE HILLS CAMP

Bungalow, with meals in main dining-room.
Fine Golf Course. Bathing. Hiking.

\$5.00 for week-end.

For particulars

Phone MRS. MOOD, Kingsdaie 0130

LOCH SLOY

WINONA, ONT.

This Summer arrange to take
that needed change and rest in
this recuperative environment.

Pamphlet on application.

Only two hours' Coach ride
from Toronto.

Your Financial Problems

* * *

Mr. W. A. McKague, well-known Canadian Financial Advisor, will help you with suggestions as to your financial problems. Enclose stamped, addressed envelope for personal reply.

KEEP YOUNG



**Know the joy
of its silken
lather—as
gently cleans-
ing as a cream**

**Many
Flowers**
COLD CREAM SOAP

10¢

vacations, sickness, etc., out of our regular budget, we do not have to use extra income for such purposes.

A very practical and satisfactory plan is to save a fixed percentage of all we receive, as, for instance, 10 per cent., or 20 per cent., or 30 per cent. This, of course, is not possible for those just starting work and getting just enough to live on, but once that stage is passed, it works out very well. It means that with each increase in income, there is more for spending and more for saving as well. And when the odd interest coupon falls due, or dividends come in, they can be divided in the same way, so that we experience some immediate benefit from our investment, and also provide a little more for the future.

Answers to Financial Enquiries

Question: I am a very interested reader of The Business Woman, and would appreciate your opinion of The Niagara Falls Building, Savings and Loan Association. They offer 8 per cent. on savings and 6 per cent. on paid up investments. Are they on a basis to ensure such high rates, and are they thoroughly reliable?—D.L.G.

Answer: In thinking the yields on the securities mentioned are high, you are probably confusing them with the debentures issued by some loan companies, and which pay around 5 per cent. or 5½ per cent. The Niagara Falls Building, Savings and Loan Association does not issue debentures. They are shares, and the 6 per cent. is on the paid up stock, and the 8 per cent. is on the installment and mortgage stocks. A debenture is a debt of a company, and interest and principal must be paid so long as the company is solvent. Dividends on shares are paid only out of profits. The Association has been in existence for over 30 years, and is under the inspection of the Ontario Government. Its financial condition is very good, and also its earnings, so it is reasonable to expect that the present rates can be continued. The nature of its business permits of high earnings on the capital, and the only serious hazard would be a slump in real estate, which would reduce the value of the property and make collections difficult.

Preferred Stocks

Question: Will you kindly tell me which preferred stocks you consider best for an investment of \$500—Abitibi Power & Paper Company, St Maurice Valley Corporation, or Dominion Tar & Chemical Company, Ltd.?—F. M.

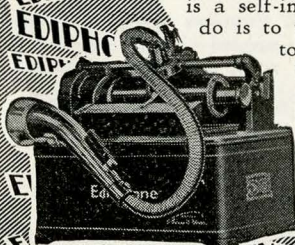
Answer: I find it hard to choose among these three, because they are all first class concerns. Dominion Tar looks the best just at present, because conditions are favourable to its business now; that is, railway lines are being built, and other building is active, which means a good deal. (Continued on page 28.)

**RID YOURSELF OF
UNNECESSARY WORK**

Why should any business man try to get along without an EDIPHONE which will save time, energy and money, and enable him to do the work better than he ever could before? Every unnecessary bit of work is a self-imposed tax. The thing to do is to untax yourself by asking us to bring around a machine and let you learn what a helpful, efficient friend the EDIPHONE is.

Stenographers desiring information about the EDIPHONE are invited to send for FREE literature.

The Dictating Machine Co. Ltd.
13 Adelaide Street East TORONTO
ELgin 9660



ANOTHER SERVICE!

We take pleasure in introducing another service for readers of this magazine—a personal beauty department, to be conducted by Alison Dunn. Miss Dunn, who has prepared a series of beauty articles that are distinctly out-of-the-ordinary, will give subscribers to this magazine individual help with their beauty problems.

Address your letters to

Miss Alison Dunn,
"The Business Woman"
366 Adelaide St. W.
Toronto.

(Enclose a stamped addressed envelope for personal reply.)

OFFICE HINTS

Sent by Readers of THE BUSINESS WOMAN

LOIS WALKER.



If you have an "Office Hint" send it to this department.
One dollar for each one published.

Quotations in a Letter.

From Miss M. Gearin, Toronto.

When including a quotation in a letter, extending the quotation into the margin....\$295.50 gives it a little more prominence.

If the price is a special one and the regular quotation is also given, putting the special price in red.....\$295.50 and the regular price in black.....\$350.00 makes it even more impressive.

Confidential Letters.

From Miss I. Mulligan, North Bay.

Being a stenographer does not exclude some personal letters which are given as "strictly confidential". As there are sometimes many working in the same office in school-order, I find it wise to place two sheets of paper with carbon between in the typewriter and to type the same as you would a stencil, using no ribbon.

In Typing Envelopes.

From Miss L. Mitchell, Toronto.

On completing the first envelope, and before taking it out of the typewriter, place the next envelope to be typed exactly behind it. Then with one operation of the roller the blank envelope follows through into the correct position to be typed, while the addressed envelope is disposed of with the left hand, thereby saving time.

Hint for Bookkeeper.

From Miss B. A. Stovel, Toronto.

To keep your pencil (or pen) always handy in your desk drawer, push in an ordinary pin at the join of front and bottom of drawer. When the pencil rests on the pin it is up about an inch at one end and on the floor of the drawer at the other. This enables you to grasp it quickly, and the point, being turned toward the pin-end, is protected. This simple idea is quite a time and temper saver.

For Erasures.

From E. H., Toronto.

When making erasures, the paper is sometimes worn very thin, and leaves a sort of black looking mark. This can be remedied to a great extent

by rubbing a piece of white chalk on the back of the erasure.

Corrections on a Carbon Copy.

From E. R., Peterborough.

I have found it very helpful when it is necessary to change a word on a carbon copy (especially a legal document) to have a small piece of carbon paper about five inches long by one and a half inches wide to insert between the ribbon and the carbon copy when the copy is in place in the machine. I cut this from the margin of old carbon paper and place a small piece of plain paper on top and paste it to one corner. This keeps the typing the same colour and eliminates that patched up appearance.

A Correspondence Suggestion.

From Miss A. M. Cheney, Ottawa.

Where carbon copies of replies to correspondence are kept, whenever possible, I use the back of the original letter for the carbon copy, making a notation on the upper right hand corner—"Reply over". In this way the letter and reply are together and it saves both time in filing and space in the files.

To Make Carbons Easily.

From Miss E. Spofford, Winnipeg.

When making one or more carbon copies I cut a square inch out of the top left-hand corner of the carbon paper and out of the bottom right-hand corner and insert between the sheets of paper.

In removing from the typewriter I grasp the paper with finger and thumb at the top left-hand corner and pull carbons out with the right hand. This gives me the papers and carbons

each in a neat bundle as easy to handle as one sheet of paper.

The bottom right-hand corner of the carbon sheets becomes the top left-hand corner when the carbons are used the other way around.

In writing Architectural Specifications, and other work where 7 or 8 sheets of Onion Skin are used at one time, this is particularly helpful.

To Make Notes on Copies.

From Miss E. Kay, Toronto.

When typing on a billing machine which feeds through usually four copies and three carbons, I have found it necessary sometimes to make a note on all but the original copy about some important detail. To remove the four copies, insert the necessary carbon and then to type on the note takes some few minutes. To overcome this, insert a piece of scrap paper in front of your first copy, type on the necessary note and remove the paper. The note is typed on all but the original. This scheme may be used to advantage on letters, etc.

To Keep Typewriter Clean.

From Miss B. F. Page, Shawinigan Falls.

When I have to erase an error on a letter or report which is in the typewriter, I push the carriage to the end and thus the erasing matter falls on the desk and not in the typewriter. This keeps your typewriter from becoming clogged up, and consequently means less work for you.

Saving on Carbon Paper.

From Miss J. Potter, Toronto.

I have found that by ordering the foolscap size of carbon paper, and cutting it in two, these half sheets are quite large enough to serve the purpose for which I originally used the regular letter length size; when using the regular length size I always noticed that about an inch at the bottom and at least two inches at the top were never used—just wasted, as that at the top merely came under the printing part of the letter head. Therefore, every time I used a full sheet of the letter size carbon, these three inches or so were wasted. By using the half of the foolscap size, it covers all the space required for your letter, and is all used—thus making a great saving in the cost of carbon.

Readers of "Office Hints" will be glad to know that all hints printed so far have been collected and published in a conveniently sized book.

There are still some copies in our possession. You may have one by writing to

BUSINESS WOMAN,
366 Adelaide St. W.,
Toronto.



A Last Minute Decision

?

Let Cook's Travel Service Assist You

Toronto - Thousand Islands, all expenses	\$22.00
Toronto-Montreal and return, by steamer, including meals and berths	36.75
Toronto - Montreal, Quebec, Saguenay River and return	81.75
Toronto, bus to Owen Sound, steamer to Mackinac Island, returning same way	52.20
Great Lakes Cruise, 7 days, all expenses	\$79.50
Buffalo to Duluth and return by Lake steamer, 10 days	100.00
Toronto to Duluth and return through four lakes, 11 days ..	140.00
Toronto to Newfoundland and return, steamer all the way	136.75
Toronto to Bermuda and re- turn	100.70
Toronto steamer, Quebec; ocean liner to New York; river steamer to Albany, rail to Toronto	114.04

No trip is too small.

Thos. Cook and Son

65 Yonge St. - TORONTO
ELgin 2256-7

ANSWERS TO FINANCIAL ENQUIRIES.

(Continued from page 26.)

mand for its products. There also appears to be a steady demand for the stock, which indicates a good market for it. The preferred is around 90, and the common about 20, at the time this is written, which is just about the issue price, the preferred having been sold at 100 with bonus of one-half share of common with each share of preferred. Considering that most stocks have declined in the past few months, this is a good sign.

The only objection to the paper issues at the present time, is that newsprint mills are over-built, and it will likely be some years before demand for newsprint uses up the surplus, and during this period prices for newsprint, and also the earnings of the companies, will probably be uncertain.

Amulet—Loblaws

Question: Would you kindly advise me as to what you think of Amulet just now as a buy? I have ten shares for which I paid \$3.75 and am considering buying one hundred more at the present price of around \$1.50. Would you suggest my waiting on the chance of it dropping still lower, or do you think it will ever amount to very much? I would not mind holding it for a couple of years or so. Also, what do you think of Loblaws at the present time?—E. A.

Answer: My reply is somewhat late, and during the interval Amulet has gone down to \$1.25, so that I hope you have not bought. Amulet should be a producer some day, but there is a whole lot of work to be done before success can be attained. The stock really looks cheap at present, but I suggest that you just make a small purchase of say 20 shares. This would reduce your average cost to about \$2.12, and it is quite possible that you will get that much back. The policy of sending good money after bad, in order to reduce your average cost, is a dangerous one if carried to extreme. Noranda, though a high-priced mining stock, is much safer than a prospect like Amulet.

Loblaws is an excellent speculation. The company has a remarkable record, and is still advancing as strongly as ever.

Two Mining Issues

Question: Can you through your columns please give me some information about Cobalt Contact Mines and British Canadian Mines? Are they supposed to be good buys?—V. E. J.

Answer: Neither of these stocks is listed, but on the unlisted markets Cobalt Contact is quoted from 10 cents to 12 cents, and British Canadian from 8 cents to 10 cents. There does not appear to be any attraction

in them even at these nominal figures. You may buy dozens of stocks of this class before getting one that finally produces enough to pay substantial dividends.

Cobalt Contact has some property near Cobalt, and has milled some quantities of silver ore. There are 2,447,544 shares of stock issued, which at 10 cents a share means a valuation of \$244,754. The company has very little assets outside of its claims and mill.

British Canadian took over a property known as the Foley Mine, which is in the Rainy River district of Ontario. There are 3,000,000 shares, and \$38,400 of bonds against the property. Some ore of commercial value has been found, and the equipment includes a mill.

HOMEMAKING IN ONE ROOM.

(Continued from page 13.)

a long, flat chest, which may be attached to the under side of any bed in such a way that it pulls out and slides back at the merest touch of a finger. At no point does it rest on the floor, but is fashioned more like a table drawer. Unlike a drawer, however, the chest has a cover which doesn't lift up until you do it yourself, after you've slid it out from under the bed. This device may be had in steel, mahogany or cedar. What a comfort simply to slip in one's blankets in summer, and have them ready to hand at a moment's notice on a chilly night!

The necessity of eating is rather a drawback, if one has only a single room for all purposes. A built-in kitchenette or a dining alcove help out tremendously. The latter, if it is well designed, may be made very picturesque with a shelf and a few treasured pieces of pottery, or a lovely hanging.

As for the kitchenette, it undoubtedly is a blessing, but one which is all the better for being disguised. A large screen will cover no end of confusion, and may at the same time be one of the most colorful features in the room, if you happen to be clever with pastepot and shellac and blessed with good taste in selecting a lovely piece of wall paper for covering.

Where there is no dining alcove, the question of where to eat is sometimes an annoying one, especially when it is merely a matter of a hasty and solitary breakfast. This problem is solved most ingeniously in the screen illustrated. Could one ask for anything more convenient? And of course it also admirably conceals the kitchenette. Even with no time for clearing up afterward, one would still have a nice uncluttered room to return to.

If no regular kitchenette is included in your *menage*, you may still cook quite effectively—and even manage an occasional guest, with one of those amazing electric affairs which

look exactly like an ordinary table when decked with a lamp and brocade runner, and open out into the most complete electric kitchenette imaginable, with removable trays, space for groceries, and a place for your electric grill, toaster and percolator. And the top goes back on a gateleg, making quite an adequate dining table if one is alone, or has only a single guest.

For table arrangements, if one entertains quite a party, there are a number of interesting possibilities. Ordinary appearing library tables open out mysteriously to make room for six or eight. Colonial benches transform themselves into sizeable dining tables, gate-legs function admirably in an emergency, and even ordinary card tables may be placed side by side, and made to accommodate six very comfortably.

To provide enough chairs for several guests is a problem that the hostess often solves inartistically by filling in with odd pieces. It is a wise precaution, therefore, to select chairs for desk, dressing table, etc., not necessarily identical in design, but at least similar in feeling, so that when they are placed around a dining table they are decoratively a part of the ensemble.

One of the most unique combination pieces I have seen serves the dual purpose of desk and dressing table. Closed, it is an attractive little table for books and lamp, much on the order of the dining kitchenette. Opened, it has a large mirror inside the cover, a little drawer, pigeonholes, and a flap on either side for a lamp or anything you choose. Electric plugs for hair curler or lamp are an added convenience.

An old-fashioned *poudreuse*, by the way, is a charming piece of furniture for the one room apartment—and makes an ideal dressing table. A genuine antique would of course be expensive—but there are delightful modern reproductions.

Good drawer space is one of the first essentials of living efficiently. An ordinary bureau or chiffonier is out of place in a room used as a living room, but excellent substitutes are available. In an exhibit of Colonial furniture from the factory of Mrs. Franklin D. Roosevelt, wife of the governor of New York State, I saw a charming lowboy consisting simply of two ample drawers, low enough to form a convenient seat. Such a piece would be quite ideal. Simple, small chests of drawers in mahogany or walnut, with separate mirrors or no mirror at all, are always good, or tall, very narrow tiers of drawers in the modern manner. Then of course there are the usual lowboys or highboys, if one is fortunate enough to possess one.

A Welsh dresser, a quaint corner cupboard, a small secretary desk, are other pieces ideally suited to the small apartment—and one could hardly find any furniture more charming.

Proper sleeping accommodations are important to everyone, and especially so to the up-to-date business woman. A nice day bed is an excellent choice—though if you like a studio atmosphere, a broad couch with attractive cover and wealth of cushions is informal and delightfully cozy. The extravagance of a good spring and mattress will more than repay you in solid comfort and rested nerves.

Doubtless you will also want the luxury of a chaise longue. One in two parts is very convenient, and has more the atmosphere of a living room than the ordinary boudoir variety. Very attractive two piece ones may be had in wicker or reed, and are quite inexpensive.

If extra sleeping accommodations are necessary, there are a number of possible arrangements. I saw a folding bed recently which fitted under another couch with the utmost neatness and dispatch. The same company puts out what is ostensibly an ordinary library table. All day and all evening it functions as a proper library table should, but when bed time comes, or the dinner guest decides it is too late to go home, the table is cleared off, the top lifted, and behold, all comfortably curled up inside is a perfectly good bed! There are two sizes of these tables, one containing a single bed and a larger size containing a full sized double bed. There are also chairs which may be amazingly and simply converted into either chaise longues or full fledged couches. Although perfectly practical, I have not so far found any of these that appealed to me, especially from a decorative standpoint.

Adequate closet space is an important consideration in selecting your apartment. Closets nowadays may be veritable works of art—and you will find that certain up-to-date and practical features may be incorporated in your own with marked benefit to your comfort and peace of mind. One of those tall, narrow cases for shoes, for example, is something the business woman should give thanks for every day! And suitable provision for hats will undoubtedly make a vast difference in your personal appearance.

Five Canadian women are holders of air pilot's license. They are: Miss Eileen May Vollick, Hamilton, Ontario; Miss Eileen Magill, Winnipeg, Manitoba; Miss Gertrude de la Vergne, Calgary, Alberta; Miss Dorothy Bell, Winnipeg, and Miss L. J. C. M. Burka, Calgary. A sixth, Miss Julia McBrien, daughter of Major-General J. H. McBrien, is at present taking the tests and is expected to qualify for the license very shortly.

At the conclusion of the Mackinac Conference, the Canadian representatives will meet at Sault Ste. Marie, where steps will be taken to organize a Canadian federation of Business and Professional Women's Clubs.



Healthy Girls Are Better Workers

Every business woman knows that better health means increased efficiency to do her work and abundant energy to enjoy her leisure. Hundreds of Canadian women and girls who work in factories, offices and stores are depending upon Lydia E. Pinkham's Vegetable Compound.

Ask Your Friends
about
Lydia E. Pinkham's
Vegetable Compound

They will probably tell you that there is no better medicine for women's ailments with their accompanying head ache, backache, weakness, "blue" spells and general run-down condition.

Give it a Trial

If you are not as well as you want to be, if you are weak, nervous or run-down, give Lydia E. Pinkham's Vegetable Compound a fair trial. Take at least three bottles. It will tone up your whole system and help you to eat better, sleep better and feel better. It will keep you fit to do your work under trying conditions.

Get a bottle from your
druggist today

**Lydia E. Pinkham's
Vegetable Compound**

Lydia E. Pinkham Medicine Co.
Lynn, Massachusetts, U. S. A.
and Cobourg, Ontario, Canada.

served. Strawberries, pineapple or peaches may be used.

DEVILLED EGGS

6 hard-cooked eggs

Seasonings

Mayonnaise to moisten

Hard cook eggs by placing them in cold water and bring them slowly to the boil. Remove from heat, cover, and allow them to stand in water until cold. Shell the eggs and cut in halves. Remove yolk. Mash yolks with fork, add seasonings, desired variation and mayonnaise. Pack this mixture into hollow of egg, place two halves together, wrap in wax paper for picnic or serve as a salad on lettuce leaves.

VARIATIONS

1. 3 strips cooked bacon chopped fine.
1/2 teaspoon onion juice
1 tablespoon catsup
2. 3 tablespoons chopped ham
2 tablespoons chopped pickle
3. 2 tablespoons chopped green pepper
2 tablespoons chopped piment-to
4. 2 tablespoons chopped celery.
2 tablespoons chopped pickle or relish

BUTTER TARTS.

- 1 cup brown sugar
- 1/4 cup butter
- 2 eggs
- 3/4 cup currants
- 1/4 cup dates
- 1/4 cup nuts
- 2 tablespoons lemon juice

Cream the butter; add sugar and mix thoroughly. Add eggs well beaten, fruit and flavoring. Line patty tins with paste, fill with mixture; bake in a hot oven 450 degrees F. for 10 minutes; then reduce heat to 400 degrees F. until baked.

HERMITS

- 1 cup brown sugar
- 1-3 cup butter
- 2 eggs
- 1 teaspoon cinnamon
- 1 1/4 cups flour
- 1/2 teaspoon salt
- 1/2 cup rolled oats
- 1 cup dates chopped
- 1/2 cup nuts chopped
- 1/2 teaspoon baking soda
- 2 tablespoons boiling water
- 1/2 teaspoon vanilla

Cream butter and sugar, add unbeaten eggs. Mix well. Mix and sift flour, cinnamon and salt, then add rolled oats, dates and nuts, also baking soda dissolved in the boiling water. Add vanilla. Drop on ungreased tins and bake in a moderate oven at 350 degrees F. for about 10 minutes. Makes about five dozen hermits.

BITS FROM HERE AND THERE

MEMOIRS OF A MORON.

From "The Secretary."

Monday—Got a new job to-day. Boss looks like John Gilbert. I just adore men who look like John Gilbert. He complimented me. He said I had the most vacant expression he had ever seen on any creature. I must look up the word vacant. I'm sure it must be something awfully nice.

Tuesday—I really think he's falling for me. He keeps looking at me with such a puzzled look and clenches and unclenches his hands. It must be love. I've seen them do that in the movies. I smile back all the time.

Wednesday—He gave me some dictation to-day. I was so flustered that I couldn't do a thing. He must have been upset too, for he kicked the wastebasket and rushed out of the door. Love is so devastating.

Thursday—He hardly ever looks at me now. Poor boy! I hate to see him pining and wasting away. Whenever I come near, he gnashes his teeth and says, "Oh, my God, that woman again! I can't stand it!" Romance is just too wonderful for words!

Friday—I'm sure he wants to tell me something, for he keeps walking over to my desk and then changes his mind and walks away. I'm so excited. I won't know what to say when he asks me to marry him.

Saturday—Something terrible happened. I'm still too dazed to understand it completely. I think he lost his mind. When he handed me the pay envelope this afternoon, he said, "You're fired, you dumbell!" I've been crying all evening. Perhaps he'll call.

* * * *

"Life! Do you think you're kind to me? A gipsy woman I long to be with a caravan red and a donkey grey, and nothing to do the livelong day but travel the country roads along and carol a care-free gipsy song.

The almond trees are lovely now with pale pink blossoms on every bough. The prunus trees have blossoms white and chestnut buds are well in sight. And, oh! 'tis a caravan for me and a laughing child for company.

I'd beg my bread along the way and proffer a rhyme as gipsy pay! If folk called out "Good luck to you!" I'd tell their fortune fair and true, I'd give them a blessing, and give them a smile, then travel along for another mile.

Life! Do you think you're kind to me? A gipsy woman I long to be with a donkey grey and a caravan red—and look what you offer me now, instead. A desk, a pen, some paper

white—and not an almond tree in sight!"

From "The Fragrant Minute For Every Day", by Wilhelmina Stitch.

* * * *

In a recent issue of "Woman's Home Companion", Hazel Rawson Cades discusses opportunities for women in department stores. The following are a few paragraphs from her article.

What qualities should a girl have to succeed in the department store? She must have different qualities according to the different jobs she may want to succeed at. But two things she should possess whether she wants to sell, buy, write copy or train salesgirls. She must be strong (it's a six-day-a-week job) and she must be interested in selling merchandise because the fundamental reason for the department store is selling.

Most girls start as saleswomen, and to be a good saleswoman you must have "a knowledge of your merchandise and a knowledge of and real interest in people. You must be accurate, you must have tact and you must have patience." I am quoting here Miss Ruth McKinlay a buyer at Macy's who has had a good deal of experience in selecting girls to work under her.

I was also interested in what Miss Finch said about hiring salesgirls. "I place a great deal of importance upon personal appearance," she said, "especially the appearance of teeth and hands. These things are vital, both in getting and holding jobs."

* * * *

Our young apprentice may find that other branches of the work interest her more. Girls who are keen on style and value may be very useful in comparison shopping, a department which is a valuable training school for stylists. Girls who have a flair for writing may be taken over by the advertising department. Girls who are interested in personnel or pedagogy may be recruited into the educational or employment bureau. (Ex-school teachers find a haven here too.) And the department store like any other big organization offers opportunities for typewriting, bookkeeping and other strictly business jobs.

The appointment of Mrs. Chiang Kaishek, a recent graduate of Wellesley College, as member of the Legislative Yuan Committee in China, gives her powers almost equal to those of a cabinet minister, and elevates her to an unrivaled position among modern Chinese women. — *Independent Woman*.



For Your Vacation

Be sure your frocks are spotlessly clean and perfectly pressed. Otherwise you will be "clothes-conscious," which is a sure way to spoil a perfectly good holiday.

By means of the new continuous - flow gasoline purification system, White's will bring back the original charm and coloring of your soiled and crumpled sports' wear, including pullovers, knitted frocks, silk dresses and light-weight coats.

White's also specialize in the careful cleaning of evening frocks.

Prices, as you know, are moderate.

L. White & Sons

Better Dyers and Cleaners

131-141 St. Patrick St.

ADel 6111

Club Life

Canadian Business and Professional Women's Club of Toronto

Many of our members most generously brought donations of spring flowers from their gardens, and filled the club rooms with fragrance of lilacs, tulips, daffodils and iris. Acknowledgments to Miss Katherine Powell, Miss Heron and Miss Pennell.

* * * *

Mrs L. A. Gurnett was luncheon hostess to several of the women delegates to the Convention of Government Officials in Industry, early in June. The guests included Miss Mary Anderson, Director, and Miss Agnes L. Peterson, Assistant Director of the Women's Bureau, United States Department of Labour; Miss E. M. Matthews, Director, Industrial Division Children's Bureau of Washington, Miss Ethel Johnson, Assistant Commissioner of Labor, Boston; Mrs. Ethel Hawks Van Buskirk, American Association of Labor, New York; Mrs. J. M. Mood, President, and several club members. Miss Powell entertained a further delegation on the succeeding day.

* * * *

The Pankhurst Memorial Fund Committee have acknowledged the Club's donation of \$35.00, which was raised partly by popular subscription and partly by vote of the executive. A number of our members attended the Memorial Service at Convocation Hall on June 14th, when public acknowledgment was made of Mrs. Pankhurst's work for women. Dr. Mabel Cartwright, of St. Hilda's College, presented an address illustrative of Mrs. Pankhurst's life and accomplishments, and urged women to guard well the vote and its power. Merle Foster's replica of the statue of Mrs. Pankhurst, which is to be erected in Westminster, London, England, drew most favorable comment, and was the central motif of the event, which was organized so effectually entirely by a women's committee. Dr. Stowe Gullen gave a short, pointed address, and Mrs. Scott presided at the organ. Mrs. J. M. Mood presented the Club's donation.

* * * *

On Thursday, July 4th, we shall have the privilege of entertaining between thirty and fifty members of the State of Maine delegation to the Convention of Federation of Business and Professional Women's Clubs at Mackinac Island. A sight-seeing trip of

two hours has been planned, and a return to the club rooms for refreshments will conclude the pleasant interlude between trains.

* * * *

At a special general meeting of club members, the suggestion to purchase an electric refrigerator was discussed, with the result that we are now the possessors of a handsome Kelvinator, and many of the worries consequent on hot weather have been removed from our manager's shoulders, while members in general have already appreciated the addition of iced dishes never before possible.

* * * *

July 27th is to be the occasion of a trip to Rouge Hills. Keep the date open. It's the last Saturday in July. Between lake, country, Rouge Hills golf course, and Mrs. Mood's children camp, there is variety of interest for all.

* * * *

Summer holidays loom large these days, and many a lunch-time conversation deals with this important subject. Tendency to start early is observed in the departure of Miss Katherine Powell for her cottage at Sharbot, Miss Pennell for a brief holiday in Atlantic City, Miss Margaret Brown's motor trip to Lake Joseph, and Mrs. Hatton's across continent tour, with stop-over in Calgary and Regina.

* * * *

Dr. Margaret Patterson was hostess at luncheon recently to visitors from Aberdeen, Scotland, including Miss Walker, of the Social Service Department, who was on her way to Banff. It is hoped Miss Walker will be able to address the club towards the end of July. Other guests included Mrs. Kennedy and Miss Duff of the Woman's Hostel. The Scottish visitors had paid a visit to Dr. Patterson's court during the morning.

* * * *

We are glad to announce that our Club will be represented at the coming Convention of the Federation of Business and Professional Women's Clubs at Macinac. Miss Stoakley has been asked to give an address on "Up-to-date Methods in an Advertising Agency," an honor which we appreciate. Miss Brodie and Miss Hazel Tomkins—the latter a Montreal member of our Club, will also attend. Miss Beatrice Marsh, of Hamilton, Mrs. Florence Rolston, of Owen Sound, Miss Dauthinee, of Vancouver,

Miss M. Ethel Thornton, of Winnipeg, are arranging to attend, and Miss Heneker, of Montreal, hopes to be there in time for the Convention of Canadian Clubs' Representatives, when the subject of federation will be discussed.

* * * *

Several of our members will answer Hymen's call this coming month, which is becoming equally popular with June, for Miss Anne Elizabeth Wilson will become Mrs. Victor Blochin on the 6th; Miss Ruth Woodman is to be married in St. Anne's Church on July 29th to Percival George Thornley, and Miss Helena McCarthy becomes Mrs. Alexander McMillan on July 6th also. Our very best wishes!



FROM Hamilton comes the word that, at the annual meeting, Miss Mary Mount was elected president of the Business and Professional Women's Club. The annual reports reveal a year of progress under the able leadership of Miss A. B. Marsh, the former president. In addition to the many activities in the interests of the Mountain Sanatorium, the Infants' Home, the Aged Women's Home and the Spectator Fresh Air Camp, the Club has raised \$1,000 since March by voluntary contributions alone.

Other Officers elected at this meeting are:

First vice-president, Miss Winifred Drummond; second vice-president, Miss Edith Lewis; treasurer, Miss Mary Sheppard; corresponding secretary, Miss Jeanette Bensch; recording secretary, Miss Margaret Ball; conveners of standing committees: jobs, Miss Elizabeth Gillies; membership, Miss Eva Chalmers; social, Miss Minnie Pegg; literary, Miss Georgina McLeod; attendance, Miss Harriet Hinman; press, Miss Mary Fisher; music, Mrs. Hazel Hood.

A Canadian girl, Miss Teresa G. Bradley, recently won the first prize at the Atlantic City General Hospital, New Jersey, for obtaining the highest aggregate marks in the graduating class of nurses after completing her three years' training. Last year, Miss Bradley won the Kiwanis pediatrics prize. She is a graduate of Lisgar Collegiate Institute, Ottawa.

Gena Branscombe Tenny, a Canadian, who was born and lived for some years in Picton, Ontario, has just won high praise for her choral drama, "Pilgrims of Destiny". The drama was presented in Plymouth, Massachusetts, where the "Mayflower" landed, on the occasion of the 16th biennial convention of the National Federation of Music Clubs of the United States. It drew from eminent musical critics comments such as: "highly dramatic and emotional work"; "the storm, brilliant and intense—a fine piece of orchestra writing"; "A lullaby, with a delicious, gentle swing, that illustrates as well as anything in the entire work, the genius of the composer". Finally, it was said that "the work defies verbal description". Canadian women are indeed proud to claim Gena Branscombe Tenny as one of themselves.

Miss Margaret E. Lawrence was elected president of the Canadian Women's Press Association at the Triennial Convention of that organization which was held in Saint John, N. B., June 17 to 22. The hostesses were Miss Lawrence, at that time vice-president of the New Brunswick branch of the Association, and Mrs. S. Gronlund, vice-president of the Nova Scotia branch.

Very few are successful in passing the highest test of the Royal Life-Saving Society. Miss Dorothy E. Allan of Toronto has accomplished this end and has been awarded the diploma or gold medal. She also has the bronze and silver medallions and honorary instructor's certificate of the same society. Miss Allan is swimming instructor for the Eaton Girls' Camp.

Miss Mabel F. Hersey, Reg. N., of Montreal, President of the Canadian Nurses' Association, welcomes, this month, some 6,000 and more delegates to the Congress of the International Council of Nurses. Miss Hersey is a member of the Grand Council of the organization, which was entertained early in July at Ottawa by the Ottawa nurses and by their Excellencies at a garden party at Rideau Hall.

Miss Frances Gerry of Toronto has succeeded in becoming a member of the Advanced Macaulay Club of the Sun Life Assurance Company of Canada. She is among the largest writers of Life Insurance in the Dominion.

Although on this continent, the pulpit occupied by a woman is no longer a rare sight, the first woman minister in Scotland has just been inducted. She is Miss Vera Findly, M.A., B.D., a member of the Congregational Union of Scotland.

The
New



REALISTIC

The Most Natural and Perfect
Permanent Wave

*Will Not Discolor White
Hair*

ADAMS

of the
King Edward

Hairdresser to Her Majesty
The Smart Canadian Woman

**OPEN EVENINGS
BY APPOINTMENT ONLY**

**King Edward
Beauty Parlors**

ELgin 0814

In Hotel

**HENNESSEY'S
TEA ROOMS**



BUSINESS WOMEN'S LUNCH

Served
from 11 to 3 p.m.

Quick service and good
wholesome food. Price 40c.

ALSO A LA CARTE—

DINNER

Served
from 3 to 8 p.m.

Just a nice home-like
dinner. Price 40c and 60c.

87 Yonge Street

UPSTAIRS

Telephone ELgin 9598

Chief of Policewomen in a Great Seaport

The Necessary Number of Policewomen for a Community
of Any Size is Stated to be One-tenth that
of the Male Force. And So
Still Another Field Opens
for Women!



DIRECTOR of the Women's Protective Division of the Vancouver Police Force is the unique position occupied by Inspector Ada Tonkin, who is in charge of a staff of five policewomen and three matrons and is responsible solely to the Chief Constable.

"There are faith and ideals, hope and energy aplenty in Inspector Tonkin," says Rene Norcross, from whose interview published in "The Vancouver Sunday Province" we quote below.

A small slim woman with calm, friendly eyes surveyed me from her desk in her office on the third floor of police headquarters. To reach that office I had passed 'steen policemen, each bigger than the last.

That was where I found Inspector Tonkin, director of the Women's Protective Division. For that is the correct style and title of the recently-appointed head of Vancouver's increased force of policewomen. Under Inspector Harris, from two Policewomen, Miss Pelton and Mrs. MacLennan, who have been struggling capably and gamely with a work that has long outgrown their physical powers, the number of policewomen has been raised to five, who, with the three matrons already on duty at headquarters, make a staff of eight under the supervision of Inspector Tonkin, who will herself be responsible directly and solely to the chief constable.

For years the New Era League and the moral standards committee of the Local Council of Women, have hoped and worked for a more adequate force of policewomen in this rapidly-growing seaport. To this end they have studied the findings of the "Bureau of Personnel Administration," a purely voluntary body of workers in the United States, who have made it their business to compile statistics on all branches of municipal government. In the considered report of this body, the necessary number of policewomen for a community of any size is stated to be one-tenth that of a male force. Although Vancouver still falls far short of this, it is gratifying to learn that she comes considerably nearer to it than London,

which has only 100 policewomen and 23,000 policemen.

Protective and Preventive.

The work of the Women's Protective Division, is, as its name implies, protective and preventive; and its records will be kept quite separate from those of the male force, this being the only way to secure an accurate estimate of the value and scope of their efforts on behalf of women and juveniles, on whom they will concentrate their care.

It would be hard to imagine a woman better qualified for the post of director of this division than is the Rev. Ada Tonkin. Heredity has joined forces with environment and training to fit her for the work she has taken in hand, for her father had charge of one of the largest missions in London, England, and from the time she was old enough to be of assistance to him she became increasingly familiar with preventive, probation and reclamation work and the many facts of human nature which it brought to her attention.

Had Wide Training.

But even so comprehensive a training as this in what might be called the service of souls, did not suffice for her energy and enthusiasm, and she enrolled as a divinity student in Manchester College, Oxford, and on taking her degrees as Licentiate of Theology, had, as her first charge, the pastorate of Dewesbury in Yorkshire. But before she graduated, this indefatigable young woman found congenial occupation for the long vacations which released her from study, by acting as supervisor of a huge summer camp for adolescent girls. Many hundreds of them, first and last, came to their "counsellor-in-chief" for advice on every imaginable mental and emotional difficulty, a further rich harvest of experience for the future Inspector Tonkin, which she must find invaluable to-day. For girls are still her chief care; the unprotected girl, the weak girl, the foolishly daring and imprudent girl. The five policewomen will patrol the beaches and the parks, and public dance halls will have their very special attention,

on the principle that to foresee and avert disaster is better humanity and better economics than to try to patch the broken fragments of a life after disaster has overwhelmed it. Not that the means of salvage will take a secondary place; on the contrary, they are of primary importance, since many disasters can not be averted, and Inspector Tonkin has very clearly-defined ideas on the subject of methods of reclamation.

It is her great hope to see factories and farms established where the girl or woman who has gone down through weakness or neglect rather than inherent viciousness, may learn to be self-supporting, and by that road, in healthy surroundings, in an atmosphere of hope and reasonable ambition, win back to self-respect and a place in society. In this she confidently anticipates the help and backing of the women's clubs, always to be found in the forefront of any movement designed to better social conditions. Inspector Tonkin is a keen admirer and advocate of the principles underlying the probation system which has been tried with much success in the Old Country for this class of work. The immense advantage of this system is that it enables the offenders to lose their sense of social pariahdom and get back to a normal attitude of mind in relation to the people about them.

Faith generally leads to works, and ideals have always gone before the digging of foundations and raising of walls; there are faith and ideals, hope and energy aplenty in Inspector Tonkin, backed by expert knowledge and practical experience of an unusually thorough and varied kind. There is a calm efficiency and an enthusiasm regarding her work that is not calm, but is deliberately controlled to a dynamic driving force. There is a magnetic warmth of spontaneous friendliness toward those with whom she comes in contact which is a gift from heaven itself. And the spirit of service burns in her like a flame!

No one can leave Inspector Tonkin after even a brief conversation without the conviction that in Vancouver a better day has dawned for the derelict woman and the drifting girl.

BE PROUD OF YOUR WORK

Are you satisfied with the appearance of the letters that bear your initial? Is the copy clear and sharp, or is it smudgy, faded and blurred?

Success is dependent upon efficiency, and efficiency is largely dependent upon careful attention to details.



BEAVER BRAND CARBON PAPER

Beaver Brand Carbon Paper and Typewriter Ribbons are a deciding factor in enabling you to produce such work as will create a favourable impression of both yourself and the firm.



Made by

CANADA CARBON & RIBBON CO.
Limited

510 KING ST. EAST - TORONTO 2

Telephone ELgin 1412-1413

"Nu-Poise"—A New Working Comfort in Chairs



If you are obligated to sit in a chair at work for the biggest part of a day you will find that the new "Office Specialty" "Nu-Poise" Chair will enable you to work right and feel right. It has real comfort *plus*.

Correct and Easy Sitting Posture is a Real Factor in Health and Work

A Chair that is uncomfortable, does not support your body properly and lacks automatic mechanical features for correct posture, will slow up your work and wrack your nerves.

The "Office Specialty" "Nu-Poise" Chair is winning enthusiastic favor everywhere among typists because of the real working comfort it makes possible.

The seat is correctly formed, the back support gently braces the body in an upright position and allows comfortable relaxation when leaning backward. It can be adjusted to fit every type of figure to the exact need.

If you want to know what real Chair comfort means visit our nearest showroom and sit in one of these "Nu-Poise" Chairs for a few minutes. Descriptive literature on request.

THE OFFICE SPECIALTY MFG. CO. LIMITED

Home Office & Factories: NEWMARKET, ONTARIO

BRANCHES IN: TORONTO MONTREAL OTTAWA QUEBEC HALIFAX HAMILTON
WINNIPEG REGINA CALGARY EDMONTON VANCOUVER