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All Coats to Go!	Cloth, Silk, and Velvet Dresses
Formerly Sold for \$16.50 to \$40	Formerly Sold for \$20 to \$60.00
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GRANDMOTHER AND GRANDFATHER PEOPLE.

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The moving-picture studios have been a veritable refuge for many old and broken-down character actors and actresses who could not endure the strenuous night life of the stage. The time is past when the young men who fill the stock companies of moving picture studios were picked out to play a grandfather by putting on some Santa Claus whiskers, a wig and a pair of goggles.

Now the directors look for types when they are to portray old folk, and such dear, snowy-haired, kindly old ladies and gentlemen one sees about the studio! In summer the heat does not deal gently with them. When the winter comes, unless it is in some of the California studios, my heart aches as I see the old people stumbling through the snowdrifts.

Because of our love for our own sweet grandmother, Lottie, Jack and I have always had a reverence for old people, which endears every one of them to us.

It is surprising how many letters I get in old-fashioned Spencerian handwriting, which show that the pen trembled in some old, wrinkled hand.

One grandfather, who said he was over a hundred years, wrote me quite a long, interesting letter, with such an amusing criticism at the end of it that I shall always remember it. It read: "The only fault I can find with your acting, Miss Mary Pickford, is that you do not act as much with your left hand as you do with your right."

There are many letters telling me that I am like some little child who passed away, and of the pleasure I give the writers because they see in me that beloved likeness.

The Passing of An Old Friend. There was a character actor at our studio who, I think, must have been in his seventies. In his prime he was one of the greatest comedians and actors in this country, one whom you all knew, but when he came to work in pictures he was stooped, feeble, and it was with an effort he could find his way around the stage. His eyes were almost unseeing.

One rainy day he did not come and we asked all his old cronies if he were ill. No one seemed to know.

MAYOR'S WALNUT-OIL. One Bottle Compound HAIR DYE for either Hair of Beards. A nourishing, medicinal product, suitable for all hair conditions. It is the only hair dye that does not contain arsenic, mercury, or any other poisonous substance. It is the only hair dye that does not contain any of the harmful ingredients of the cheap dyes. It is the only hair dye that does not contain any of the harmful ingredients of the cheap dyes. It is the only hair dye that does not contain any of the harmful ingredients of the cheap dyes.

Mary Pickford

AS SEEN BY A WASHINGTON WOMAN

LAUGH AND LIVE LONG.

"Laugh every time you find something to laugh at." This is one of the rules given by the latest centenarian to gain newspaper distinction by giving his advice to those who would live as long as he has.

The other rules are much like the usual rules for attaining old age. He advises others not to indulge in alcohol or tobacco, not to get in debt, not to quarrel, to work in the open and to go to bed early—in short to lead a life which in some of its details would be impossible for the average man or woman who must take a place in the world of things as they are.

But this little rule about laughing every time you find something to laugh at strikes us as being a decidedly good one. If it does not make you live to a hundred it surely would give you added youth while you do live.

Necessity, besides being the mother of invention, is surely the mother of a good many changes of opinion. At least the present war in Europe has led to a decided change of attitude

on the part of English politicians and statesmen with regard to woman's industrial and educational position.

Says Lord Airedale to the Leeds' English High School girls. "The training of girls becomes every day a question of greater and greater importance." He taboos the old ideal that a woman's place is the home and her position chiefly ornamental.

"Women had to take the place of men and were now doing work, which it had been considered impossible for them to do, and they were doing it very well. There were few employments in which women could not be trusted now to fulfill the functions of male workers. * * * The world would never be the same again. * * * Cherished ideals must go and new situations arise, hence the importance of proper training for girls."

We are all inclined to attach a good deal of importance to this change of attitude on the part of English men. Like Mrs. Pankhurst we are inclined to think that woman's position will be better after the war. That the men who were most active in opposing woman suffrage will have a change of heart since women have shown their ability to bear so great a share of the burdens of carrying on that war.

Still, wars have caused changes of opinion before. While men laughed at the front women have done the men's work at home before. And in doing it have called forth the astonishment and gratitude of the men who did not know the women were so well endowed. And, no doubt, individual women in other days have felt that their status would be changed "after the war." But with peace come back the conditions of peace with amazing promptness. One day a nation is at war, the next day peace is signed, and hostilities cease; and except for the devastation and the poverty and the mourning the old world gets back in its rut. And women, no longer being needed in man's sphere, slip back in the old conventional place where war found them.

Probably Mrs. Pankhurst realizes this and realizes that if the women of England are to gain any permanent economic and industrial advantage by the war, it must be the result from their own unwillingness to be pushed back into the old rut when the war is over. MAPY MARSHALL.

Aunt Chatty's Mothers' Club

Conducted by Mrs. Charity Brush

Accomplishments Made Utilitarian.

THIS is a real Mothers' Club, for the benefit of mothers everywhere who are struggling with questions of discipline, training, education, clothing, for the children. Write to Aunt Chatty of problems which are vexing you, and she will advise and help you to a solution of them. Write to her, too, of your own discoveries, of methods you have found successful in smoothing the rough paths of life for the tender, childish feet, that through the Mothers' Club your experience may be of benefit to other mothers who are still tangled in the web of perplexity you have so happily unraveled.

Co-operation is the secret of success in any business; so why not in the business of motherhood, that highest and holiest calling which always has been and always will be woman's crown of glory, no matter what other avenues of usefulness may be opened to her? Address Mrs. Charity Brush, care of this paper.

One of our members has invited discussion of something I said in our talk about training children in accomplishments that can be made useful. She feels that once an accomplishment becomes utilitarian it loses its true cultural value. Perhaps I can best give you her point of view by quoting part of her letter. She writes:

"Dear Aunt Chatty: In your talk about teaching girls to play the piano you said something about having children do things that are useful. This is the idea that I think we ought to avoid. I think we ought not to lose sight of the distinction between the things by which we earn our bread and by which we enrich our culture. We Americans are looked down upon by some nations because we link every tendency which leads in that direction. While I agree with you about the need of training every girl to do something that will be useful, I think that accomplishments should be something that mean culture. Won't you ask other members to write what they think about it for our column?"

I am giving you this letter in the hope that you will be interested enough to write and tell us what you think about the subject. For myself, I still believe that the end of all education or accomplishment, so-called, is to be of use to the individual. The difference between true education and accomplishments for show only is the difference between the pure gold that is always of service to humanity and the thin veneer that wears off as soon as it is put to any real use.

I am glad to say that you are right because I have seen so many dear girls forced by loss of fortune or the death of the protector who stood between them and want to try to support themselves by their own hands, dependent upon them, and who found their small "accomplishments" in music or painting or expression pitifully inadequate for their needs. In a heart-to-heart talk I had with one of these girls not long ago she spoke sadly of her lack of real preparation for life.

"I cannot understand," she said, "how one can be so short-sighted as mamma and papa were. They spent lots of money on my education, but it seems to me now that it was all for show. I had plenty of glitter but no real substance. I have a lot of things that I have learned, but I haven't a thing for real use."

You see, dear mothers, that is the mistake in our thinking about "accomplishments" the superficial ability to do something, to pass the test, to get that we frame and hang on our walls to testify to the talents of our offspring, are to just glitter; it is not culture. It is not the real culture that we may learn from Matthew Arnold's "Culture versus Education."

FAMOUS WOMAN, HER BIRTHDAY AND YOURS

By MARY MARSHALL

January 24—Mary Virginia Ellet Cabell.

Mary Virginia Ellet Cabell, born in Lynchburg, Va. in 1829, gained fame as an educator.

Her father built the first suspension bridge in the United States and invented the steam ram. He also built the first bridge across the Niagara River below the falls, and his daughter was the first woman to cross it before it was completed.

In spite of the fact that her father was a very talented and very busy man, he took the keenest interest in his daughter's bringing up, and himself educated her. She was an apt pupil, and by the time she was 15 she read French and German fluently. As for English, she had read many of the best works of English literature.

Her parents took her with them to Cuba and to Europe for two years, where she studied. Then her parents, who had been so thoughtful for her happiness and education, died within a week of each other, and the care of two younger children and her grandmother fell on her.

So she went to teaching to support them. But all the time she found time to increase and enlarge her own education.

After her marriage to Mr. Cabell she and her husband opened a successful school for girls at Washington, D. C., called the Norwood Institute. (Copyright, 1916.)

TOMORROW'S MENU.

BREAKFAST. Baked Apple, Cereal and Cream, Corned Beef Omelet, Toast, Coffee.

LUNCHEON OR SUPPER. Sliced Ham, Rice Croquettes, Graham Bread, Tea.

DINNER. Omelet, Lamb Chop, Sweet Potatoes, Pear Salad, Peach Meringue.

Corned beef omelet—Put some corned beef through the meat chopper, season with a little salt and red pepper, and when the omelet is ready to turn, sprinkle the corned beef over it.

Rice croquettes—Rice croquettes are very good for a busy day—like washday or ironing day—for they may be made hours before they are needed, of cold boiled rice, beaten egg and seasoning, and carefully dipped in crumbs and egg, then kept in the refrigerator until time to cook.

Pear salad—Drain canned pears free from syrup and chill thoroughly. Serve with French dressing on lettuce leaves, with cream cheese balls.

Erlebacher's

High Grade—Not High Priced

To Sell Them Faster Than Ever

We Further Lower Prices on Our Remaining Stock of

Suits and Coats

1/2 OFF

The continual arrival of New Spring garments creates an insistent demand for displaying space; remaining Winter Suits and Coats are therefore priced lower than ever to hurry them out. Every garment in the sale was BOUGHT FOR THIS SEASON'S SELLING, and most of them can be worn throughout the spring.

Gowns and Dresses

Reduced

1/4 to 1/2

All Winter Hats

\$3.50

Were \$10 up to \$18.50.

1210 F Street

SEEN AND HEARD BY GEORGE MINER

Special Correspondent of The Washington Herald.

(Copyright, 1915, by the McClure Newspaper Syndicate.)

New York, Jan. 23.—Another reform has started.

This time it's hens. A man from Missouri. Is trying to show people. That eggs can be all the same size. And weigh 26 ounces a dozen. He says

I know of nothing more pitiful than a little child who has been encouraged to "show" his performance and even his fond mother perceived that he had had enough. Then he was borne from the room screaming, and kicking his nurse brought him into the room and he was lifted to a table and told to say his piece. After the first one he himself insisted upon saying another and then another until we were all weary of his performance and even his fond mother perceived that he had had enough. Then he was borne from the room screaming, and kicking his nurse brought him into the room and he was lifted to a table and told to say his piece.

There's a legal size for eggs. They must weigh 24 ounces a dozen. I don't believe the hens know that. Or my grocer.

If he does He's kept it a dark secret. And fed me on illicit eggs. The man from Missouri. Are trying to reform the human race. So they'll lay big eggs. Why don't he go still farther And make them lay square ones? They would pack better. Everything is getting reformed. And nature improved on. Luther Burbank reforms berries. So they're seedless. Health experts are going to reform hens. Have reformed coffee. Till there's no coffee left in it. Short-haired women. And long-haired men. Are trying to reform the human race By egulence. So that every baby is a work of art. But I notice they never have any themselves.

If this man from Missouri Wants to be a public benefactor Let him reform roosters. So they won't crow at 3 a. m. And wake you up. Just as you have got to sleep. The reformers have done so many things. Seemingly impossible— Like making the San Francisco fair pay. Eliminating Chauncey Depew as a humorist. And making an actress out of Gaby. That nothing is too hard for them. So I wish They would breed a new kind of cigars That didn't have bands. Or at least reform them. So the bands didn't stick to the wrappers. And you could get them off Without tearing the wrapper to pieces. And have to lick it together with your tongue. I just hate a cigar with a torn wrapper. The kind a man gives you Who has carried it in his vest pocket Along with a rough-coated fountain pen. You can now eat horses in New York If you are that kind of a person.

And also ostriches. They are in the market. But even a growing boy Would find an ostrich drumstick A bigger and tougher proposition Than licking the Kaiser. Germs As a topic of conversation Have supplanted the Germans. For it's against the law in New York To spit. They arrested three hundred For doing it. In one day. And fined them from one to five dollars each. It's tempting Providence To carry plug or fine cut. Two hundred special policemen Watching to catch germ spreaders. It seems silly. When germs are spread in so many other ways. Without hindrance. I saw it done. In front of a fashionable restaurant. They were unloading groceries from a truck. A half-bushel bag of beans burst. And they spilled the beans. Right in the gutter. In the mud and dirt and slime and everything. And the truckman was scared stiff. He thought he would have to pay for the beans. But the manager came out. And said to scoop them up. And they did with a shovel. Mud and beans and all into a can. Every last one. After they had taken the can in. The manager stood around. Looking at the place. And I suppose he had counted the beans. And found one short. And was looking for it. Of course, they will wash the beans. But they couldn't have been worth more than a dollar. It is one of the most expensive restaurants in town. Where a single portion of those beans would cost forty cents. So I wasn't very sorry. When he didn't find that bean. But he was all broke up about it. And scowled at the gutter. Anyhow the next time I eat in that restaurant I shall not order beans. I'll order boiled eggs. Or omelets. Or something that's a germ proof. When soaked in a gutter. Isn't that just like New York? Start a germ crusade. And let things like this bean episode Go along as a matter of course.

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—that is LEGALLY CORRECT, distribution of your estate is not at all likely to be as you intended. Writing this company into Your Will as Executor or Trustee insures every advantage for your heirs.

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STEAMERS "COMAL," "CONORO," "SAN JACINTO"

New service now in operation every Wednesday from New York via Key West & "Oversea" Railway. Direct steamer from New York every Saturday, affording all-ocean route to Tampa—St. Petersburg and other West Coast Resorts of Florida.

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To Florida East Coast points via above "new route," returning through Jacksonville and historic Charleston, with liberal stop-over privileges. To Mobile, Ala., by steamer, returning all rail, with liberal stop-over privileges. To Galveston and Texas points by steamer, returning all rail, with liberal stop-over privileges. We can also furnish tickets to Cuba, Porto Rico, Mexico, Santo Domingo and other resorts of the MEDITERRANEAN.

AGWI THE AMERICAN GILDED TRAVEL

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WANTS PEACE THAT WILL BE PERPETUAL

Mme. Thomaian Pleads for Women to Join Movement of "Every Woman for Peace."

A plea for the women of Washington to join the international movement of "Every Woman for Peace" was voiced yesterday by Mme. Lucy Thomaian, president founders, wife of a member of the Turkish Parliament, in an address at the Young Women's Christian Association.

The mission of the movement is the urging of the neutral nations to join together in a movement of universal peace that will be perpetual. Also the formation of a Tribunal-Parliament for peace, for the settlement of the disputes of the belligerent nations, for an immediate peace.

Condemning militarism, Mme. Thomaian declared it is a mistake to think that militarism can be cured by militarism, any more than ink spots can be cleared by more ink spots. She urged, in the name of the organization, that for their own sake, if not for the world's, the belligerent nations agree to make mutual concessions to the end of an immediate peace.

Read Dan Sayles' Want Advertising Talk next Thursday.

Artistic Shades FOR LAMPS ELECTROLIERS CANDLESTICKS

SPECIAL attention is directed to our display of beautiful Silk and Chiffon Lamp Shades of exclusive designs. Many soft "tones" and color effects are shown, producing exceptionally artistic lighting effects.

Latest novelties in Crystal Bead Candle Shades in round and square shades. Also recent productions in Brocaded Silk and Linon Shades of rich designs in the various colors.

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New York Stock Exchange, New York Cotton Exchange, Chicago Board of Trade, Washington Stock Exchange.

LOCAL SECURITIES bought and sold on same favorable terms as we offer for trading in New York stocks and bonds.

Hibbs Building

CAPITAL \$1,000,000 EARNED SURPLUS \$1,000,000

Unless You Make a Will

—that is LEGALLY CORRECT, distribution of your estate is not at all likely to be as you intended. Writing this company into Your Will as Executor or Trustee insures every advantage for your heirs.

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WEAK—FALLEN ARCH.

Anatomical knowledge and the correct mechanical requirements will correct debilitating arch irregularities. We are qualified to render efficient service.

GEORGES & SON, INC.

Chiropractors and Foot Specialists.

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