

WOMEN AND THEIR INTERESTS

Women! Learn Your Line Before Seeking Work

Too Many Expect Big Pay For Little Work Short Hours and Practically No Ability-- This Is the Day of the Expert

By DOROTHY DIX I should like to file...

...travelling abroad with rich old ladies, walking out pug dogs, entertaining bored children...

To this I got a very tart reply, saying that evidently I had never raised chickens, and I don't know how much work there was involved in doing so.

Every word of the foregoing is true, and while this young woman is a somewhat exaggerated example of what women expect in the working world, she is fairly typical of the hundreds and hundreds of girls who are looking for a pay envelope that comes to them on wings.

I wish there was some way of making girls understand that the job where there is light work, big pay, short hours, and where no previous training or experience is required, is just as much a myth as the pot of gold at the end of the rainbow.

And this is especially true in the city, where there is no place in the fierce competition for hounding amateurs, where nobody has time to teach the inexperienced or bother with them and they are cast out to die of starvation and despair, or else they take that downward path that leads to worse than death.

This is the day of the expert. There is no room now for the bungler, the amateur, the unskilled and the untrained worker.

Nothing daunted by this discouragement, my correspondent wrote that if I didn't think well of this plan she would be willing, for suitable remuneration, to arrange the furniture in rich people's houses, as she had heard that that also was a lucrative occupation.

I replied that doubtless it was for years of time and thousands of dollars in preparing themselves for such a profession, but that I doubted whether there would be much of a struggle for the services of an individual whose sole personal acquisition in business consisted of a knowledge of a horsehair rocking chair and a pine bed or two.

After this I had numerous other letters from the young woman suggesting designing cut paper patterns, traveling abroad with rich old ladies, walking out pug dogs, entertaining bored children by telling them fairy stories, and other fool stunts too numerous to men-get-rich-quick schemes that involve the struggle of the great city, and how all but the strongest and best trained fighters go down under it.

Some months ago I got a letter from a young woman who lived in the country, and desired to come to town to seek her fortune, and who wrote asking my advice about the best way to get work. I replied politely, inquiring what kind of work she had fitted herself to do, and asking if she knew how to sew, or teach, or keep books, or typewrite, or clerk.

She wrote back that she knew how to do none of these things, but that what she had thought of doing was to get Mrs. Russell Sage, or Mrs. Helen Gould Shepard, or Mrs. Belmont to lend her a few thousand dollars, and with this she thought that she could make a fortune by establishing a lounge room in Wall street fitted up with luxurious couches on which the brokers could recline after their lunch while they sipped Turkish coffee and smoked cigars.

I replied to this letter by assuring her that in the first place no philanthropist, however generous, was lending out money to strangers to start lounge rooms. Also that, in the second place, Wall street brokers didn't lounge and refresh themselves nor sip Turkish coffee in business hours. That they gulped down a glass of milk and swallowed a piece of pie whole, and kept their attention glued on the tape instead of dreaming of hours.

My correspondent then wrote that she had read of a woman who came to New York and made \$5,000 a year by going from house to house taking care of canary birds, and that she was very fond of canaries and thought this would be a nice opening for her.

To this I replied that I feared the fortunes to be made by taking care of canary birds had been somewhat exaggerated, as every one took care of her own canaries, or had already paid servants who did so.

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This Co-operative plan of buying a piano gives you a chance to "BACK OUT": You can get your money back

WE HAVE already told you of the merit of these pianos. To this Mr. Troup has added his personal statement as to their value.

We have also printed Prof. Evans' letter, showing that he would personally inspect each and every piano sold on this plan, as they come on our floors. And yesterday, we told in fullest manner of the ironclad, five year guarantee, which is one of the strong protective features of this sale.

But all these things interest you only in case you keep the piano longer than one year. To-day we tell you that within thirty days from the day you purchase your piano, you can "BACK OUT". In other words—you can get your money back. You need not keep the piano if you don't wish—even after you have had it delivered to your home.

You have one whole month from the day you get your piano to keep it in your home and give it a thorough trial.

If the piano is unsatisfactory; if you are dissatisfied for any reason, or, if you merely want to "back out" of the proposition, you can have your money back. There will be no questions asked. No quibbling or haggling. No trying to get you to take some other instrument instead—but simply go to the cashier and get your money back—and tell him to send and get the piano.

This is the supreme test of our confidence in this piano.



A column giving the whole proposition in brief paragraphs

FIRST. You get a piano which is worth and sells regularly at three hundred and fifty dollars, for two hundred and forty-eight dollars and seventy-five cents, saving you at the outset one hundred and one dollars and twenty-five cents.

SECOND. When you finish paying for your piano, if bought in the usual way, you still owe from twenty-five to thirty-five dollars INTEREST. Through this CO-OPERATIVE PLAN, when you have paid your two hundred and forty-eight dollars and seventy-five cents, YOU HAVE FINISHED PAYING. There are NO FURTHER PAYMENTS to be made, either on account of interest or for any other reason.

THIRD. Instead of paying twenty to twenty-five dollars as a first payment and ten, twelve or fifteen dollars a month as you will in a regular way, during this co-operative sale you pay but five dollars to join in this associate movement and then BUT ONE DOLLAR AND TWENTY-FIVE CENTS A WEEK.

FOURTH. You get the strongest guarantee ever put on a piano; a joint guarantee signed by the manufacturers—Bacon Piano Co.—and ourselves, giving you protection for five years that is as safe as a government bond.

FIFTH. You get the privilege of returning your piano at the end of a thirty days' trial and getting YOUR MONEY BACK.

SIXTH. Within one year from the day you get your piano, through this co-operative plan, you may exchange it FOR ANY REASON WHATSOEVER, without so much as a penny's loss.

SEVENTH. All payments remaining unpaid are voluntarily cancelled in event of your death—thus leaving the piano free of encumbrance to your family.

EIGHTH. You get through this co-operative plan an opportunity to earn cash dividends for each and every week's time the life of the co-operative agreement of one hundred and ninety-five weeks is shortened. Through this privilege it is possible for you to earn cash dividends, amounting in all to TWENTY-NINE DOLLARS AND TWENTY-FIVE CENTS.

NINTH. You are given opportunity to secure others to co-operate in this plan. This still further reduces the cost of your instrument.

TENTH. Under this plan, two tunings, a piano stool to match the piano, a late style scarf and delivery within one hundred and fifty miles of Harrisburg are included without adding any further expense to the two hundred and forty-eight dollars and seventy-five cents.

"He who whispers," etc.

In Minneapolis, the largest men's clothing in the city prints a small line at the bottom of his ad—"your money back." He is a good advertiser—frequently running half and even whole page advertisements—with this exception: He invariably runs this—one of the most important lines in his whole ad—in what is known as nonpartial type, like this:

"Your Money Back."

Now with us—WE SCREAM IT OUT. WE MEGAPHONE IT—"YOU CAN GET YOUR MONEY BACK." This big, open hand, showering money loose, is intended to also PICTURE TO YOUR MIND that your money will be given back just as freely as it was taken, if for any reason, within a thirty days' trial, you want it back.

We know the VALUE of these pianos. We know their MERITS. We not only know how they will please for thirty days but we know that they WILL RETAIN THEIR QUALITIES for ten, twelve and fifteen years and we—as well as the manufacturers—who are associated with us in this sale, consider that the offer to refund your money, is the best evidence on our part of the faith we have in our proposition.

This plan applies to PLAYER-PIANOS exactly as it does to pianos

One Hundred player-pianos will also be sold on this co-operative plan. The usual price of these player-pianos is five hundred and fifty dollars each. The CO-OPERATIVE price will be three hundred and ninety-five dollars, with NO INTEREST to be added.

The player-piano will also be delivered immediately upon the payment of five dollars. The payment will be two dollars a week—giving you one hundred and ninety-five weeks time in which to make your payments—THE SAME AS ON THE PIANO. The same unconditional guarantee that is given on the piano is given on the player-piano.

You can also GET YOUR MONEY BACK at any time within thirty days. You get the same privilege of exchanging within a year, as that given on the piano.

All of the unpaid balances will be voluntarily cancelled in event of death. Also, a player-piano bench and nine rolls of music (your own selection) are included without extra charge.

An arrangement will be made with each purchaser whereby new player rolls can be procured at a cost of ONLY FIVE CENTS A ROLL.

These player-pianos are standard 88 note players; that is, they play every note on the piano when the music roll is in motion. These player-pianos have an automatic shifter, which compels the music to play perfectly. Most player-pianos sold at from two hundred to two hundred and fifty dollars more than these WILL NOT PLAY PERFECTLY. These player-pianos have lead tubing. Most player-pianos have rubber tubing. THE LIFE OF RUBBER IS ONE YEAR—at most. LEAD LASTS FOREVER. It cannot wear out and the tubing in these player-pianos is so placed it cannot be broken.

All of the features of the co-operative plan are carried out in offering the player-pianos, with the single exception that the terms on the player-piano are two dollars a week instead of—as on the piano—one dollar and twenty-five cents a week.

J. H. Troup Music House 15 S. Market Square 36 N. Hanover St., Carlisle, Pa. C. S. FEW, Drug Store, 205 S. Union St., Middletown, Pa.

Lebanon Fire Company Is Sixty-five Years Old

Lebanon, Pa., May 13.—The members of the Perseverance Fire Company of this city, to the number of 125, with about fifty guests, on Tuesday evening enjoyed one of the most elaborate banquets ever participated in by a Lebanon fire company.

HOMES ROBBED AT LAWN

Lebanon, Pa., May 13.—Bold thieves on Monday night perpetrated one of the most daring robberies recorded in the rural districts in years. They entered the homes of Butcher D. B. Flory, Station Agent Oscar Flory and Blacksmith Harry Haldeman, all in a row at Lawn, forcing a lower case in each case, and then ransacking the houses. The thieves secured about \$100 in cash at the homes above mentioned, and then made a raid on the home of M. Miller, not far away, where they got nothing for their trouble.

Y. W. C. A. Campaign For Thousand Girls Will Not Be Started Before Fall

It has been decided not to conduct a membership campaign to increase the enrollment of the Young Women's Christian Association to a thousand members at present.

FIRE CAUSES BANKRUPTCY

Lebanon, Pa., May 13.—As a direct outcome of the recent disastrous fire in Central markethouse here, in which several manufacturing and business firms were burned out, the C. I. Hoffman Brothers, shirt manufacturers, today presented to the court a petition in bankruptcy, and Judge Charles Witmer, of the United States Court for the Middle District, appointed ex-Postmaster A. R. Houck as receiver.

ENGAGEMENT ANNOUNCED

Special to The Telegraph. Anville, Pa., May 13.—Mr. and Mrs. Charles Christeson, at a very pretty party last evening, announced the engagement of their daughter, Miss Mary Christeson, to Ralph Wilton, of Wrightsville, Lancaster county.

ANNVILLE STREETS OILED

Special to The Telegraph. Anville, Pa., May 13.—Work of oiling the streets of Anville started on Friday and was completed Tuesday afternoon under the direction of the manager, John E. Herr. The townspeople have found that oiling is the best method of keeping down the dust, about 80,000 gallons of oil being used for the streets twice during the summer.

DISCUSSES STEELMAKING

Professor James I. Hammaker, of Technical high school, last night before the geology section of the Natural History Society discussed the progress of steelmaking. Lantern slides showing the processes of steel-making from ore to rail were used.

Dickinson Students Throw Eggs at High School Students

Carlisle, Pa., May 13.—For bombarding the pupils of the Enola High School with eggs when the latter came here on an automobile ride last Tuesday, five persons, four of them students at Dickinson College and the fifth a Carlisle, were fined each \$5 by Burgess Morris this evening.

SUPERINTENDENT INJURED

Lebanon, Pa., May 13.—Frank T. Harpel, superintendent of the Hunsicker Engineering plant and president of the Lebanon County No-license League, was struck by a falling crane at the Hunsicker plant on Tuesday afternoon, and it is feared he is badly injured.

HARRISBURG EAGLES WIN

Harrisburg Commandery, Knights of the Golden Eagle, won first prize for having the largest number of men in line at a parade yesterday afternoon in Lancaster in connection with the annual session of the Grand Castle.

CASTORIA For Infants and Children. The Kind You Have Always Bought

Bears the Signature of J. C. Patterson

Superfluous Hair Killed Without Electricity

BY A SPECIALIST I have the greatest trouble with correspondents who insist on using common words less deplorable or more torturing barbarous electrical needle applied for killing their superfluous hair," said Mrs. Gladys M. Stanslaus.

IT SUGGESTS ALL THE NEWEST FEATURES

Sweet Barrel Effect Is Obtained in This Ultra-modish Garb



8246 One-Piece Skirt with Yoke, 22 to 30 waist.

WITH YOKE AND SINGLE OR DOUBLE PUFFED TUNIC, WITH HIGH OR NATURAL WAIST LINE. Here is a skirt that gives all the newest features. It is broad at the hips and suggests the bustle at the back; it is narrow at the feet yet the fullness above allows freedom for walking.

For the medium size, the skirt will require 4 3/4 yds. of material 27, 4 3/4 yds. 36, 2 3/4 yds. 44 in. wide, with 1 3/4 yds. 27, 1 3/4 yds. 36 or 44 for the lower tunic. The width at the lower edge is 1 yd. and 12 in. Bowman's sell May Mantion Patterns.

Mother Stanislaus Tells of Recovery

Neglected throat trouble, and continued coughs and colds, often weakens the system. Investigate reports of recoveries brought about by Eckman's Alternative. Here is one: Convent of St. Anne, Sanford, Fla.

"Gentlemen:—In February, 1911, four doctors examined my throat and pronounced the necessity of an operation. Having heard at Peekskill, N. Y., Motherhouse of the Sisters of St. Francis, where I was visiting, of Eckman's Alternative, I determined as a last resort to try it. After taking four or five bottles large pieces of diseased tissue came away. I continued the Alternative, to my gratification and daily relief, in ten months I was restored to perfect health. I would like them to see and hear from my own lips, if they so desire, all I would say of it."

EDUCATIONAL PREPARE FOR OFFICE WORK

DAY AND NIGHT SESSIONS. Enroll Next Monday. SCHOOL OF COMMERCE. 15 S. MARKET SQ., HARRISBURG.

Harrisburg Business College Day and Night. Business, Shorthand and Civil Service. Individual Instruction. 28th year. 329 Market St. Harrisburg, Pa.