

BEAUTY NEEDED TO GET CUSTOM AS MANICURIST Personal Charms Aid Operator as Much as Proficiency in Polishing Nails Gray Haired Woman Fails to Draw Business Like Pretty, Inexperienced Sister

The declaration that the gray haired manicurist is not wanted and will not be patronized by the public, first voiced by the manager of the barber shop of the St. Francis hotel in discharging two girls for that reason, was corroborated by a majority of the proprietors of the leading establishments in the city yesterday. With few exceptions they said that the old manicurist, regardless of her ability and attention to business, did not draw the business which an inexperienced but younger sister did.

They regarded it merely as one of the business conditions which they had to face. They pointed out that a manicurist needed as much as her skill in polishing nails a gay and happy demeanor, an ability to carry on a conversation with every man that came along and sufficient personal charms to attract that man.

PRETTY GIRLS PREFERRED "I do not say that it is either right or wrong," declared R. Hartman, proprietor of the Golden West shop, 84 Ellis street, "but I understand the average man well enough to know that he would rather have his nails manicured by a young, pretty girl than by a middle aged woman. I have known of instances where a competent manicurist who was not good looking could scarcely bring in \$5 a week, while at the same time a young girl in the same shop, not so rapid and experienced but better looking, was busy from morning till night.

"When the man sits down in the chair to have his nails manicured he prepares himself to wait anywhere from 10 minutes to half an hour, and while he waits he is being done he likes to chat and joke. Now the average man would rather chat and joke with a pretty girl than with an elderly one.

QUESTION OF HUMAN NATURE "In fact an attractive manicurist is in herself a drawing card. Many a man who had no intention of getting his nails polished oftentimes changes his mind when he sees a pretty girl waiting to do the job for him. If an elderly and unprepossessing woman is employed the chances are that he will not think of his finger nails at all.

"The question is simply one of human nature which businessmen have to meet. We are all willing to admit it is hard, but there ought to be no protest from the public, because the public creates the demand. We simply supply it.

While this seemed to be the general opinion, there is a minority element which has other views. The latter hold that primarily the public demands good work, and is not at all particular whether the girl is gray haired or wears a brilliant golden pompadour.

HOMELY GIRL GETS BUSINESS "In all my experience," said T. A. Ruge of Ruge & Gast, 4 Ellis street, "the manicurist who made the most money and did the most business was about as homely a girl as one would care to see. She knew her business, however, and never lost a customer. In my mind, it is absolutely immaterial whether the manicuring is done by an old, good looking or not. The longer she is in the business the more experienced she becomes and the more capable she is to meet the whims and fancies of the various customers.

"When a man pays to have his nails manicured he looks upon it as a minor business proposition. Usually he is in a hurry and wants the work done quickly. In my opinion the man who engages a manicurist in order to have their hands held and to pay compliments are the exceptions, and I think the average man realizes that a barber shop is about the last place in the world in which to carry on a mild flirtation.

DIFFERENT WITH YOUNG MEN "It depends somewhat, I presume, on the locality of the shop. There are places around which young men congregate, and in such I have no doubt a manicurist would be selected as much for her good looks as her ability, but these are the exceptional cases. The average businessman pays very little attention to the appearance of the manicurist. Of course I do not say that an untidy manicurist will be tolerated, but any woman can be neat whether she has gray hair or not.

The same views were expressed by J. Armstrong, manager of the Flood building barber shop.

WOMAN'S AGE IMMATERIAL "It depends on the class of customers," he said. "In a big office building, where the patrons are mostly businessmen, the age of the manicurist is absolutely immaterial. The probabilities are that a man will have his nails manicured while he is being shaved, and paying comparatively little attention to the appearance of the manicurist. Of course I do not say that an untidy manicurist will be tolerated, but any woman can be neat whether she has gray hair or not.

"The average man does not want to flirt with the manicurist. He may want to have a pleasant chat, and I think in such a case he would prefer a gray haired old acquaintance to a young and beautiful stranger. But if he has seen neither of them before, nine out of ten will gravitate to the younger girl. There is as much human nature in a barber shop as there is anywhere else."

AVERAGE MAN WILL TALK "The average man, while having his nails manicured, drops into a conversation with the girl, and it seems that he would rather talk to a young than an old woman. The latter may be the more experienced, but she seems to have so little difference in the grades of workmanship that her experience does not count for much.

"The manicure girl is in the same position as her sisters in other fields. When a chorus girl grows old and wrinkled she has to step out; a young, good looking waitress is preferred to the other kind; a handsome saleswoman will get a job before a homely one.

"Whenever man has to do business with a woman he likes to have that woman handsome. Therefore, in selecting the manicures for my shop, while I sympathize with the older women, business forces me to give the jobs to the young ones."

YOUTH AND BEAUTY WANTED James L. Gallagher, proprietor of a store at 45 Eddy street, held the same views and did so in an emphatic manner. "We can dodge the facts all we want," he said, "but every man knows that if he were to choose between a young or an old manicurist he would go to the young one without hesitation. That the public expected youth and

In the Sacramento and San Joaquin Valleys

COMMERCIAL CLUB TO HAVE BANQUET

Every Course on Menu Will Be Product of San Joaquin County

[Special Dispatch to The Call] STOCKTON, June 23.—The Commercial club of San Joaquin county will hold its first banquet next Monday evening at The Stockton. The committee in charge of arrangements, George E. McLeod (chairman), J. L. Craig, Carl Steinhart, E. H. McGowen, Bert Farrington, Vincent Gianni, Sylvan S. Saffershill and G. L. de Traux, has planned several features, the principal one being the fact that only San Joaquin county products are to be used.

The wine has been donated by Louis Wetmore, president of the San Joaquin county board of trade. Black and striped bass caught in San Joaquin county streams, local asparagus, Stockton flour, fruit and meats and, in fact, every course will consist of local products.

The affair is not to be exclusively for men, as a large number of reservations have been made for women. The Commercial club is a promotion organization consisting of leading businessmen and public spirited citizens, its principal line of promotion work being that of inducing new settlers to locate in San Joaquin county. It works in this connection with the chamber of commerce and board of trade.

J. L. Craig, president of the club, will preside. Judge W. B. Nutter will deliver the principal address, and Mayor R. E. Reibenstein will speak in behalf of the city.

Mayor George Lawrence of Lodi will speak upon the resources of northern San Joaquin, and F. W. Winters of the San Joaquin Valley bank upon the resources of South San Joaquin.

J. E. Ziegler, a local singer, and Miss Blanche Morrill, daughter of D. B. Morrill, a Stockton businessman, will render the musical selections. Miss Morrill is a violinist of great ability.

Mrs. Edna Orr James will respond to the toast, "What Women Can Do in Building an Empire."

Emmett Dunn of San Francisco, who is identified with the congress of traveling men of the Pacific coast, will respond to the toast, "Commercial Men as Boosters."

Charles Ray of Lodi will explain the harvest celebration to be held in Stockton next September.

H. W. Lewis will speak along promotion lines. He will represent the Stockton merchants' association.

CEREMONY FOLLOWED BY WEDDING SUPPER

N. T. Sabin and Miss Fannie Risher United in Marriage

[Special Dispatch to The Call] STOCKTON, June 23.—Nat Thomas Sabin and Miss Fannie Meldran Risher were married last evening at the First Presbyterian church by the pastor, Rev. J. W. Lundy.

The bridegroom is the youngest son of Dr. and Mrs. T. M. Sabin of Warren, O., and his bride is the daughter of Mr. and Mrs. John W. Risher of the same place. Following the wedding the party enjoyed a wedding supper at The Stockton. Sabin will engage in business here and he and his wife will reside at 132 West Flora street.

ALLEGED EMBEZZLER WILL BE EXTRADITED

SACRAMENTO, June 23.—Governor Gillett issued a requisition today on the governor of Minnesota for the return to San Diego from St. Paul of A. H. Burns, a cement contractor, for embezzlement and grand larceny. One charge accuses him of taking \$1,500 and the other of stealing \$1,000.

beauty in a manœuvre girl just as much as it did in a chorus girl was the belief of C. Merkel, 10 Third street.

"The manicure girl," he said, "is practically a new institution—at least a new practice can soon become a custom if the customer was satisfied if his nails were properly manicured, but the occupation was such a profitable one that it was soon crowded out, as is usual, in cases where there are several women seeking a place, the job naturally went to the best appearing one. Now the public will have no other kind.

LITTLE PREPARATION NEEDED "The job demands very little in the way of preparation for any girl with a little practice can soon become a manicurist. It goes without saying that the most necessary factor in the calling of a manicurist is tact. She must keep her customer in a pleasant frame of mind while she is working on his hands, and a young one can do this much better than an old one.

"There is a grave doubt in my mind, however, as to the advisability of discharging a girl who has worked in one place for many years solely because she is growing old and her hair turning gray. She knows her customers and their ways and is a valuable asset.

"The average man does not want to flirt with the manicurist. He may want to have a pleasant chat, and I think in such a case he would prefer a gray haired old acquaintance to a young and beautiful stranger. But if he has seen neither of them before, nine out of ten will gravitate to the younger girl. There is as much human nature in a barber shop as there is anywhere else."

WHY CELESTINS

Natural Alkaline Water Used at meals prevents Dyspepsia and relieves Gout and Indigestion. Ask your Physician

WHY CELESTINS

200 ACRES BURN CLEAN OF GRAIN

21 Cords of Wood and 30 Tons of Hay Also Consumed by Fire

[Special Dispatch to The Call] STOCKTON, June 23.—A grain fire broke out last evening on the Nell Holman ranch near Linden, and before it was checked destroyed between 150 and 200 acres of grain, 21 cords of wood and 30 tons of hay.

The fire is supposed to have started from a gasoline harvesting outfit on the Holman place. It extended to the Charles Duncan place and jumped across the road to the McCormick ranch, where the heaviest damage resulted.

The buildings on the McCormick place were saved by back firing. The fire extended across Mormon channel and stopped at pasture land belonging to Mrs. Russell.

The grain destroyed was worth \$2,400, the wood \$200 and the hay \$150. The grain was insured.

IN ELEVEN YEARS 479 JOIN LODGE OF EAGLES

Vallejo Aerie Holds Celebration on Anniversary

[Special Dispatch to The Call] VALLEJO, June 23.—Vallejo aerie No. 71, Fraternal Order of Eagles, last night completed the eleventh year of its existence, when a regular meeting six candidates were initiated.

This number brings the membership up to 479, making it the strongest fraternal society in this city. Gustav Pohlmann, secretary of the state aerie and also of San Francisco aerie No. 5, and President John Nubert of No. 5 were present at the meeting. Secretary Pohlmann turned over to the local aerie the sum of \$100, the state aerie prize won by the local "birds" at Ukiah recently.

Pohlmann said that the \$200 grand aerie prize will arrive here within a short time.

JUDGE REFUSES TO CUT AMOUNT OF ALIMONY

Divorced Husband Tries to Set Aside Agreement

[Special Dispatch to The Call] STOCKTON, June 23.—Judge C. W. Norton today denied Daniel Mahoney's application that the alimony he must pay his wife, Lida Mahoney, should be reduced to \$20 a month.

Mahoney agreed March 22, when an interlocutory decree of divorce was granted, to pay his wife \$50 a month alimony, but wanted the amount reduced on the ground that she had an income of \$75 a month from her lodging houses and earned \$25 a week dancing.

Mrs. Mahoney informed the court that the defendant received a salary of \$175 a month, that her income was \$30 a month and that she had a 12 year old son to support.

TOWN THROWN WIDE OPEN FOR INDEPENDENCE DAY

DUNSMUIR, June 23.—The stringent anti-gambling ordinance here will be suspended during the three days' fourth of July celebration. This was decided by the city trustees at a meeting last night, and means that the town will be wide open during the festival.

GROWERS SEEKING AID OF SHIPPERS

Executive Committee of Alliance to Consider Means of Securing Co-operation

[Special Dispatch to The Call] PLACERVILLE, June 23.—George W. Ball, president of the Eldorado County fruit growers' alliance, has called a meeting of the executive committee for Saturday afternoon in this city to discuss the matter of securing the cooperation of fruit shippers who have refused so far to abide by the agreement regarding the standardization of fruit shipments.

The refusal of the Stewart company to sign the agreement has led J. H. Randolph, representing the Producers' company, to withdraw from the alliance, thus leaving the Earl fruit company as the only large shipper in the agreement.

Practically all the growers signed the agreement and have been abiding by it.

DR. RAJOTTE STARTS NEW DIVORCE SUIT

Agreement Said to Have Been Reached Regarding Property

[Special Dispatch to The Call] AUBURN, June 23.—Dr. E. C. Fabre Rajotte of Lincoln has instituted a new action here for divorce from Florence Rajotte, who makes her home in Oakland.

There is nothing sensational in the new complaint and it is understood an agreement has been reached regarding the distribution of property.

Doctor Rajotte began suit a year ago and his wife had it transferred to Alameda county. She filed a cross complaint and the physician finally dismissed the suit.

PRISONER CONFESSES TO THEFT OF \$1,000

Former Employee in Store Enters Plea of Guilty

[Special Dispatch to The Call] CHICO, June 23.—Frank Lane of the San Francisco Produce store swore to a complaint today charging J. C. Bentley, a former employe, with embezzling \$1,000 of the store's funds.

Bentley was arrested yesterday, but Lane at that time refused to swear to a complaint. The warrant was issued today, however, and Bentley confessed. He entered a plea of guilty in court this afternoon. Sentence was not pronounced.

REV. M. R. DRURY TO BE COLLEGE PRESIDENT

Oakland Pastor Accepts Call to Oregon Institution

STOCKTON, June 23.—The annual conference of the United Brethren in Christ in California began here this afternoon. Dr. M. R. Drury, pastor of the United Brethren church of Oakland, announced that he had accepted the presidency of Philomath college at Philomath, Ore.

FEDERAL NOMINATIONS—WASHINGTON, June 23.—President Taft sent the following nominations to the senate today: Cornelius D. Murane of Alaska, to be United States Judge of Division 2, District of Alaska; George R. Walker of Oklahoma, to be United States attorney of division 3, district of Alaska.

HOMANS CRITICISE FORESTRY SOCIETY

State Forester Complains of Statements Regarding Culture of Eucalyptus Trees

[Special Dispatch to The Call] SACRAMENTO, June 23.—The forestry society of California, which will hold a meeting in Los Angeles tomorrow, is likely to go through a change of name, or at any rate, be compelled to come out in the open and assert itself as an official organization of eucalyptus promoters instead of being devoted to the preservation, maintenance and extension of forests and water sheds, according to State Forester Homans.

Of the 105 members, 60 are eucalyptus men. This controlling majority was sponsor for the statement used by all the companies in the business to the effect that the infant hardwood industry would be capable of yielding 100,000 board feet of lumber per acre in 10 years.

"The statements of the forestry society should be more conservative," said Homans, when asked about the reports today, "and furthermore, the society should not let the business interests of its members influence its official expressions."

HOME FOR EX-CONVICTS PLANNED IN SACRAMENTO

160 Acre Farm in County Will Be Self-Supporting

[Special Dispatch to The Call] SACRAMENTO, June 23.—The Volunteers of America soon will establish a home in this county where discharged prisoners from Folsom state prison and also the penitentiary at San Quentin may go until they can be supplied with steady employment away from their old associations.

From three 160 acre farms now under consideration the Volunteers will select one and will establish on it the ex-convicts home.

It is proposed to open the institution by the first of next September in time to receive a large number of short term men who will be discharged about that time. A board of directors composed of Sacramento men and women will assist in its management. The home will be self-supporting.

WOULDBE SUICIDE SAVED FROM DEATH

Revolver and Razors Taken From Him When Arrested

[Special Dispatch to The Call] VALLEJO, June 23.—Just as Louis Brallo, a local shoe maker, had placed a small revolver against his temple for the purpose of blowing out his brains a cousin last night rushed into the shop and disarmed him. Brallo was arrested and taken to the city prison, where in addition to the pistol two razors were taken from him.

TRACTION ENGINE USED TO HARVEST WHEAT

[Special Dispatch to The Call] WOODLAND, June 23.—The first of the large grain growers to harvest in this section is J. L. Harlan, who finished cutting 1,000 acres of wheat and barley today. The wheat averaged 25 bushels to the acre and the barley over 40. A mammoth traction engine was used in cutting the grain.

TAHOE AND RETURN \$9.95 Two great excursion days, June 24th and 25th 1910 Tickets, including trip around lake and return limit until June 28th, 1910. Stopovers at any of the Lake Side resorts.

SOUTHERN PACIFIC TICKET OFFICES Flood Building Market St. Ferry Depot Broadway and 13th Streets, Oakland

FREE Homeseekers' Excursion Under the Auspices of THE SAN FRANCISCO CALL To Modesto Irrigation District THURSDAY, JUNE 30, 1910 Special train will leave the ferry at 7:40 a. m.; returning will leave at 5:30 p. m. Luncheon will be served free on the famous Carver ranch, which will form the feature of the trip. This ranch is noted for the depth and fertility of its soil and the remarkable quality and quantity of its products. It has been subdivided by the Langdonmer and the Albenri Land Companies and will be placed upon sale by these companies in tracts of ten to forty acres. TICKETS ARE FREE—LIMITED TO 125 Full information and free tickets may be obtained by calling at Excursion Headquarters, Business Offices San Francisco Call, Third and Market, or 1651 Fillmore street, near Post. L. W. COFFEE, Excursion Manager

Body Brussels Rugs nine by twelve feet \$25 Sixty-Five Patterns enough to stock three ordinary carpet stores. Your Credit Is Good With such an assortment to select from, there is no chance for disappointment—sixty-five patterns. Think of it! Only one difficulty: It makes it hard to choose the prettiest, for there are no poor patterns in Body Brussels. Free delivery with our own wagons in Oakland, Alameda and Berkeley. Carpets laid, stoves set up and credit given. No extra charges. STERLING FURNITURE COMPANY 1049 MARKET STREET OPPOSITE McALLISTER.

OPTIMO CIGARS San Francisco's Leading Chinese Herb Specialist Dr. Lee Tai Bong. The only duly authorized herb doctor in San Francisco possessing a certificate from the Hon. Rom Chung Hoon, Viceroy of the Province of Canton, the Hon. Woo Shong Lin, Treasurer of the Province of Canton, the Hon. Lee Hong Chong, Prime Minister of the Empire of China, the Hon. Loong Gon Chong, Secretary of the Army of the Empire of China, and the Hon. Dai Hong Zee, Grand Superintendent of Schools. This reliable herb doctor will positively cure all cases of Debility or disease arising on body and mind, also sickness of all kinds and descriptions of both sexes, as reasonably charges. Persons unable to come to the office can be cured at home. Information given upon request. Consultation Free. Write or Call. OPEN SUNDAYS. DR. LEE TAI BONG 1370 O'Farrell Street, San Francisco

EHRMAN BROS & CO. 134-136-138 Front St. Oh! That Awful Gas Did you hear it? How embarrassing. These stomach noises make you wish you could sink through the floor. You imagine everyone hears them. Keep a box of CAS-CARETS in your purse or pocket and take a part of one after eating. It will relieve the stomach of gas. 919 CASCARETS 10c a box for a week's treatment. All druggists. Biggest seller in the world—million boxes a month.

DR. JORDAN'S GREAT MUSEUM OF ANATOMY (GREATER THAN EVER) Diseases of Men Consultation free and strictly private. Treatment personally or by letter. A positive cure in every case undertaken. Why? Because PHILOSOPHY OF MARRIAGE, mailed free to all. DR. JORDAN, 286 Market St., S.F., CAL.