

FOR and ABOUT WOMEN

CLASSIFIES SHOPPERS

EXPERT DIVIDES WOMEN WHO SHOP INTO THREE CLASSES

Says They Are the Intellectual, the Emotional and the Volitional Woman—Successful Saleswoman or Man Must Be a Keen Observer of Human Nature.

A Philadelphia man, a certain doctor, of what is not specified, gives some very interesting advice to saleswomen and men, in which he "sizes up" women who shop in several classes. Should all the firms come to agree with this learned doctor, psychology would become a necessary accomplishment to salesmen and saleswomen. The doctor says to them:

"Abstain from all negative influences. Do not think of evil, crime, anger, hate, revenge or worry. Let your mind dwell on hope, ambition, love, friendship, sympathy, art and music."

His information about women shoppers is still more interesting. He says: "There are three predominant types of women shoppers—intellectual, the woman who thinks; emotional, the woman who feels; volitional, the woman who decides."

"This is the way to tell them apart: Intellectual woman—logical in mind, fixed expression of face and not volitional; emotional woman—a mellow varying voice, large sympathetic eyes, shows outward influences; volitional woman—firm walk, talks quickly, decides quickly."

"If the woman belongs to the intellectual class, she must be shown the advantage of the purchase. She must be convinced by reason. If she belongs to the emotional class she is a 'sure sale,' as things which appeal to eye and the emotions catch her."

"All the talking in the world and all the winning smiles in the universe won't make the volitional woman buy a penny's worth more than she wants. Her mind is made up, and the clerk will employ his time better by devoting his attention to the next customer."

"How would you advise a saleswoman to treat a woman of wealth?" "The woman of wealth is proud of the fact that she does not need to inquire the price, and the clerk who falls in with her idea of independence will be the most successful. He may talk style, quality and everything, but omit the cost."

SOCIAL

Miss Anna S. Kelly and J. A. Scanlon, both of St. Paul, will be married today in Spokane, Wash. Miss Kelly is a daughter of Mr. and Mrs. Malachi Kelly, of Acker street. After an Alaskan trip, Mr. and Mrs. Scanlon will be at home in St. Paul Sept. 20 at 617 Sims street.

Miss Hazel Pockler, who will be married next week, will be the guest of honor at several social functions this week. Miss Wilson, of Van Slyke court, will entertain for her this afternoon. Miss Moore will entertain for her tomorrow afternoon and Miss Thome Thursday afternoon. Miss Griggs will give a tea for her Saturday afternoon.

Mrs. Frank von Durn entertained the twelve women members of the Dayton's Bluff History club yesterday at luncheon at her summer home at Mahtomedi, White Bear lake.

Mrs. F. B. Brace, of St. Anthony park, will give a porch party this morning for Mrs. M. J. Chase, of Rochester, N. Y., and Mrs. Craffe, of Ohio. In the afternoon Mrs. Brace will give a Kensington party for her guests.

CLUBS AND CHARITIES

Mrs. J. G. Elmquist, of Mount Ada street, gave an informal musicale last night for the benefit of the poor fund of the Ladies' Aid Society of the First Swedish Lutheran Church.

A number of telegraphers of the Twin Cities will go out to Wildwood, Thursday by chartered car.

The Men's Club of St. Peter's Church will give a moonlight excursion down the river on the J. J. Hill Monday evening, July 27.

PERSONAL

Mrs. G. Heckler and son, Forrest L. Fischer, are stopping at the Mahtomedi hotel, White Bear lake, for two weeks.

Dewayne O. Stegner, with a party of friends, is camping at Forest lake.

Mrs. J. R. Storr, of Laurel avenue, and her daughter, Hazel Louise Storr, left Sunday evening for Toronto, and will visit several Eastern relatives in the United States before returning to St. Paul in September.

Miss Hope Stegner has left for Redwood Falls, where she will visit with friends for a few weeks.

Charles H. Hunt and family are camping at Bald Eagle lake for a few weeks.

Mrs. James McGeary, of Lafayette avenue, is spending a month in Chicago and Pittsburg.

Miss O'Connor, of Summit avenue, is visiting in Chicago.

Mrs. and Mrs. D. S. Sperry, of Holly avenue, have returned from Detroit, Mich.

Mrs. F. L. Hough and Miss Hough, of Holly avenue, have returned from Washington, D. C.

Mrs. C. G. Ermatinger, of 264 Nash street, left today for various points in the East. She was accompanied by her daughters, Mrs. W. T. Tyler, of St. Louis, Mo., and Mrs. Donald McDonnell, of Superior, Wis., and their sons, Harold Tyler and Leo McDonnell.

Mrs. and Mrs. R. L. Hoxsie, of the

ABERDEEN, LEFT LAST NIGHT FOR LEACH LAKE

Miss Morgan, of Chicago, who has been visiting Miss Haynie, of Iglehart street, has returned.

Mrs. W. H. Miller, of Denver, Col., who has been visiting her sister, Mrs. M. J. McFadden, of Ashland avenue, has returned.

Miss Clark Dead at Elizabeth.

NEW YORK, July 20.—Miss Augusta Clark, of Pittsburg, Pa., first cousin of the late Gen. Belknap, who was secretary of war under President Grant, is dead at Elizabeth, N. J., where she was visiting. She was seventy-four years old. Miss Clark was a cousin of Edmund Clarence Steadman, the poet.

Weds a French Count.

NEW YORK, July 20.—Daisy Ellsworth Kirk, daughter of a wealthy resident of the Bronx, and former wife of William McKay Barber, a mine owner of Colorado Springs, Col., has been

come from as far as California. Among the girls is one that no girl shall talk over the phone to a man friend. Whenever one of these obnoxious males call a teacher is in the reception room. The trickery of the girls is great. For weeks one young man passed as the brother of a student. Another ruse was that of a well-traveled girl, who used to speak French to her father when the monitor was the mathematics teacher who knew only English. The Wolcott school girls are famous through the West, and one hears many daring exploits on their part.

The Sunshine Woman.

Whenever Mrs. Cynthia Westover Alden, the Brooklyn club woman, goes she seems to organize Sunshine clubs. Recently club women of Denver handed together and will carry out Mrs. Alden's plan. She talks interestingly about "human sunshine." She says: "If only for selfish motives, gladden everyone with whom you come in contact. Each smile you give makes you tenfold happy, and every kind deed you do reverts to your own contentment. A happy disposition is a matter of cultivation and can be attained by exerting the will. Do not let troublesome trifles irritate you, and do not argue. Arguments are a great waste of time. To be annoyed by petty affairs means the production of wrinkles. Whenever opportunity comes, make someone happy, if only by paying a pleasant little compliment."

Blaines Had Family Jars.

The recent death of Mrs. James G. Blaine recalls the marital troubles of her son and his first wife, now Mrs.

Dr. Lyo's PERFECT TOOTH POWDER

Used by people of refinement for over a quarter of a century.

PREPARED BY
J. W. Lyo, D.D.S.

When King Edward heard the story he laughed and voted it a great joke. Americans were very few at Lady Huntington's ball. She is a conservative, and does not beam on the aspiring Americans. Some one asked her if the Princess Hatfield had been invited. "Who, pray, is the Princess Hatfield?" replied the arrogant Lady Huntington. "The adopted daughter of Collis P. Huntington," was the reply. The titled lady drew herself up proudly and said: "I recognize no one in America of the name."

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Whitney reaches nineteen she is ready for a great ball in her honor. In the fine Fifth avenue mansion of Mr. Whitney his daughter, now Mrs. Almeric Hugh Faget, his stepdaughter, Miss Adelaide Lee, his niece, Miss Helen Barney, made their bows to society. Now comes Miss Katherine Barney, another niece, who is the most exactly and often assumed being her mother's musicals. She had a deep desire to go on the stage, but the parental foot was put down, and she will do nothing more exciting than sing at her mother's musicales. It is said her voice is of much beauty. She has lived in Paris for the purpose of cultivating her voice and arrived here a fortnight ago. When studying in Paris she came in contact with Miss May Bentinck, Mrs. Ogden Mills' niece, who also was stage-struck. Should these aristocratic maids break loose from their homes and appear on the stage, what a vogue they would have! Miss Katherine Barney is a self-willed girl, and is as devoted to music as her sister is to horsemanship.

ABOUT WOMEN.

The Prince of Wales' little daughter is perhaps the youngest royal cyclist in Europe. For some time Princess Mary has been ambitious of becoming a cyclist and often expressed her brother's machines. So her delight was great when on her six birthday she received a bicycle from the king. It is a fine Rudge-Whitworth, made especially for her, and only weighing fifteen pounds, so that now the little princess has an ideal iron steed and riding it has become one of her great pleasures. Princess Mary is a keen worker of the kind—and it was noticed that the queen took a great interest in the skill displayed by her little granddaughter.

In a German law journal may be found a curious account of a woman who, though actually living is legally dead. Some years ago she disappeared from her home, and after three years had elapsed the court formally pronounced her dead and turned over her property to her next of kin. She afterward returned to her native place and as there was no question as to her identity she naturally thought that she would have no difficulty in recovering her property. The court, however, flatly refused to comply with her request.

"You have been declared dead," it vivaciously said, "and it is impossible for us to regard you as living."

Thereupon the woman appealed to a higher court, but her labor was in vain, for the verdict of the lower court was upheld and no appeal was allowed. The plaintiff, having formally been declared dead, could not now be restored to life, and the law understands that word, and must remain dead until doomsday.

A book of summary tables relating to the 1901 census of England and Wales has just been published. One of the most curious tables is that which records the callings of women. They have asserted their rights in masculine fields as the following table shows:

Doctors	212
Dentists	140
Veterinary surgeons	3
Law clerks	367
Authors and journalists	1,249
Actresses	6,443
School teachers	171,670
Artists	3,839
Business managers	316
Shops founders	440
Shepherds	12
Slaugeters	26
Knackers	136
Crossing sweepers	119
Barnmaids	27,707
Cellar women	1,316
Anchors	86
Brookkeepers	4
Bill discounters	56
Bookbinders	4
Clerks	56,764
Carters and wagoners	660
Commercial travellers	28
Gardeners	36
Flavor	1
Level crossing keepers	26
Omni-bus conductors	8
Chimney sweeps	54
Statuers	1
Undertakers	270

Judging from the table the only occupations confined to men are those of the soldier, groom, cabman, coal-heaver, engine driver, navy, sailor, policeman, motor car driver and Roman Catholic priest.

Women of today are particularly well groomed. They see that their hair is kept in excellent condition and their nails are beautifully manicured. They indulge in facial massage and buy creams and lotions galore to preserve what good looks they have, but there is scarcely one who keeps her complexion sufficiently to keep her mouth pretty. It is the mouth which tells the tale of a fretful and irritable disposition. This is the feature which acts as a give-away when a woman wishes to appear what she is not. Just notice the mouths of women whom you pass on the street or in a car. Hardly one is sweet and pleasant. The woman is by herself and not talking. There is scarcely one who does not have drooping corners or a pouting expression that is unbecomingly that its owner is not quite happy. A small fortune may be spent in cosmetics and massage, but if "my lady" does not watch her mouth, she will never be pretty or considered good looking. Then, again, a perpetually smiling woman is an offense against taste.

Richard Harding Davis wrote something about what a tiresome creature she was, but a happy-looking, well-groomed woman with a sweet, expressive mouth, is the loveliest thing in the world, and there are mighty few of them.

LOVE'S COMING.

Love, true Love, did wind his way into my heart on a certain day. I was not looking for it, but I was so lonely, he that when he came I scarce did know him then by name; He stayed, nor cared to roam. And of him then I saw no trace, Until he found his resting place. So I say, he, that when he came I scarce did know him then by name; He stayed, nor cared to roam. And of him then I saw no trace, Until he found his resting place. True friendship was his first disguise, Which served to blind my trusting eyes. And after friendship's seeds were sown, I awoke to find Love all my own.—Josephine Angel Lee in Brooklyn Eagle

RHEUMATISM.

DR. RADWAY & CO.—I have been a sufferer from Rheumatism for more than six months. I could not raise my hands to my head or put my hands behind me, or even to move my shirt. Before I had finished three-fourths of a bottle of Radway's Ready Relief I could use my arms as well as my legs. You can see why I have such great faith in your relief. Yours truly, W. C. BAKER. 939 Julia St., New Orleans.

RADWAY'S READY RELIEF is a sure cure for every Pain, Sprains, Bruises, Pains in the Back, Chest and Limbs. It is the most powerful and most reliable agent in the world that will cure Fever and Ague and all other malarious, Rheumatic and other febrile diseases. RADWAY'S PILLS, so quickly as RADWAY'S READY RELIEF. Sold by Druggists.



THE HOT ONE—I don't see how you keep so cool and comfortable this blistering weather. THE COOL ONE—Simplest thing in the world. I keep cool and clean inside, and that makes me feel cool and clean outside. I take a CASCAERT Gandy Cathartic every night before going to bed. It cleans and purifies the system, cures hot fermentation in the stomach and bowels, and makes excessive perspiration impossible. You know they work while you sleep, make you feel fine all day.

The Opening of a Heart

BY BELLE MANIATES.

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Clare Burnham sat in her carriage before the florist's waiting for the flowers she had ordered to be brought out. Her face and form were fair to look upon. The simple but elegant costume she wore was one of many that had made her a model for Clifton femininity and refinement in her features, but a certain little shade of hauteur in her manner, a tendency to disdain in the curves of her mouth kept people at arm's length and she was called unapproachable.

"Clare doesn't seem to make friends," her mother had sighed. "Well, she isn't what you'd call a mixer," laughingly admitted Mr. Burnham.

The fact of her unpopularity had not at all disturbed Clare until now. There had recently come to Clifton one Godfrey Frisbie, a man strong, resourceful and decidedly democratic in his ideas. He had met Clare Burnham and shown her much attention. Out of all the men she had met he was the only one who had awakened even a passing interest. It chanced that one day she overheard a discussion of herself and her traits of character.

"She is indeed beautiful—perfectly perfect," he heard the voice of Godfrey saying, "but alas I am too faulty to live in such rarified atmosphere. I find in perfection lovable. Miss Burnham is the personification of Dear Lady Diana and not a friend to humanity."

This speech had awakened in Clare a tendency to introspection and she was now watching curiously and listlessly that she was "different."

She was recalled from her longings by the voice of the florist, who had brought a large box of flowers. "Here is a beauty, Miss Burnham. I thought maybe you'd like to wear it."

She thanked him and he returned to the greenhouse. As she was fastening the rose in her coat she heard a little voice say plaintively: "Couldn't you gimme just one flower?"

Turning in surprise she beheld on the other side of her carriage a boy of perhaps ten years old gazing at her with big, pleading eyes. "Will you forgive me? I have misjudged you. I didn't dream that you were capable of this—that you have felt and done today. I thought you cold—hard. How could I have been so mistaken?"

"You were not," she replied. "I was Ben. What little I have done for Ben was in memory of my little brother who died. This Ben had the same eyes and name. I would not let myself think of him or speak his name to anyone until today. And then I thought when this Ben asked me for one little flower for his dead mother, how much there was I might do if I would—for Ben. But it may be only a passing whim and I may be my old self tomorrow."

"No, Clare! I love you! Won't you incline your heart to me?" "I can't think of anything better, after a moment, that it has inclined to you and that is what inclined my heart to Ben's appeal."

And if few months later Ben Watts was buying roses for the wedding of his two friends, "him and her."

Theatrical Pay Days. Every legitimate theater in New York has two pay days—union and non-union. The union employees, which include the men in the orchestra, the stage hands, property men and stage carpenters, are paid, as their union regulations demand, on Saturday night. The actors, who have no union, are not paid until Monday, although their week ends on Saturday with the night performance. Their salaries are held up two days merely to insure their reappearance at the theater on Monday.

If the company were paid off on Saturday night unreliable or disaffected members of the organization might not show up on Monday for rehearsal or the evening performance, thus weakening the production; but if the week's salary is held back they are reasonably sure to report on Monday in order not to lose what is coming to them. Actors are distinctly temperamental and capricious, and if a manager were to pay off on Saturday night and there existed any temporary dissatisfaction in the company, he could never tell whether he would have a chorus with which to open up the week on Monday evening.

At the vaudeville houses, where the bill changes weekly, the performers, as a rule, are paid on Saturday night. The matinee performance, so that they may make their arrangements for getting out on time to the next stand directly after their evening appearance.

A Skin of Beauty is a Joy Forever.

DR. T. FELIX GUERIN'S ORIENTAL REMEDY FOR SKIN AFFECTIONS. Removes Tan, Pimples, Freckles, Moth Patches, Rash and Skin Diseases, and every blemish on beauty, and defies detection. It has been used for over 25 years, and is so harmless we taste it like a candy. It is the only skin medicine that is so effective and so safe. It is the only skin medicine that is so effective and so safe. It is the only skin medicine that is so effective and so safe.

It costs your grocer nothing to "Moneyback" "Chidlow" bread. Ward-Corby Co.

OF BLACK BRILLIANTINE



Brilliantine makes most useful use as costumes; it shakes the water wall, and, if previously shrunken, will not shrink with use. This is a three-piece skirt, with blouse waist, and short puff sleeves. The vest and collar are of white brilliantine, trimmed with black and white woolen braid. With this are worn woolen equestrian tights.

married to Count Paul Martel de la Chesneye. The ceremony took place July 4 at Wheeling, W. Va., and has been secret, owing to the severe illness of the bride's father. The count formerly lived in Colorado. He left his family seat at Rouen, France, several years ago, and will continue to reside in the United States.

Passed the Country Mark.

CHICAGO, July 20.—Mrs. Helen M. Rockwell died of old age early today. She celebrated her hundred and first birthday on April 3.

Mrs. Rockwell was born in Colbrook, Conn., in 1803. She has seen all the presidents of the United States except Washington. Upon the occasion of the return of Lafayette to the United States she had the distinction of meeting him.

Wolcott's Newport Triumph.

Newport is amazed at the campaign of Edward O. Wolcott, who is sweeping Grosvenor square, who was giving a fashionable dance in honor of Miss Muriel Wilson, the renowned beauty. The joker spread the word that the Huntington party was to be a domino affair and that the guests would be masked and shrouded in shapeless cloaks. It was not long before this news had spread from mouth to mouth. On the day before the ball the hostess heard of the enormous proportions the rumors had assumed. Thereupon she telegraphed her guests and denied that her ball was to be a masked affair. To assure herself she put the curious advertisement in the London papers that "Lady Huntington London party was to be a domino affair and that the guests would be masked and shrouded in shapeless cloaks. It was not long before this news had spread from mouth to mouth. On the day before the ball the hostess heard of the enormous proportions the rumors had assumed. 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