# MILITANT SUFFRAGE HERE

## *MEANING MRS. HARPER SEES IN THE RECENT PARADE.*

**Women About to Become More Aggressive in Their Efforts to Get the Franchise, She Believes—College Women and Working Women Cooperating.**

Two years ago in an article in THE SUN discussing the aggressive suffragists of Great Britain the present writer said, "No power on earth can prevent a 'militant' movement for woman suffrage in the United States." That movement was inaugurated by the recent street parade and Union Square meeting in New York.

It is the first step that counts, and future generations will not be able to understand the courage it required on the part of those women who made the daring innovation of walking in procession through the streets of this great, crowded city carrying the banner of what what has been the most unpopular reform ever attempted. In Great Britain when women adopted this method of calling attention to their demand for the franchise they were not introducing a new spectacle, for it had long been customary for women in all lines of work to engage in public parades. Of late years those of the United States have a few times joined in processions of men, notably of the labor organizations and Socialists, but this, so far as is known, was the first time a body of women held their own parade and outdoor mass meeting.

It does not seem so difficult, now that it is over and was an unqualified success and none of the direful things predicted took place, but it was with fluttering hearts and trembling limbs that the great majority of the women began that walk through the streets. For days beforehand they went again and again to the various suffrage headquarters to have their courage strengthened. Many came to say that they were quite willing to make the sacrifice, but the men of their families absolutely forbade it and told them that the crowds on the streets would jeer and make insulting remarks; that the small boys would throw things; that the police reserves would have to be called out to keep order.

On the contrary from Central Park to Union Square there was not a disrespectful word or an unpleasant incident and the services of even the regular police force were unnecessary. The street parade and the outdoor meeting were established as a permanent part of the work for woman suffrage. Are they justifiable and are they necessary?

The organized movement for the enfranchisement of women is about sixty years old. That for the abolition of negro slavery was begun and brought to a successful end in about half that time, but it required a five years war and the loss of thousands of human lives. In all these three-score years of struggle for political liberty every act has been constitutional, dignified, womanly—and the result has been practical failure.

Logic and common sense demand a change of methods. The situation in the United States had been duplicated in Great Britain. Women are not fitted by nature or disposition for war and bloodshed, but as the daughters of their fathers they have some fighting spirit. They must have a strong leader, however, to make this effective, and over there this leader came forth from the ranks of the old, conservative suffrage organization, burning with indignation and resentment at the long years of contemptuous and contemptible treatment by the political parties.

We need not rehearse the story of the English "suffragettes," which has been told around the world. When this great leader, Mrs. Pankhurst, came to this country last autumn she found the American women ready for revolt and it needed only the vivifying breath of her eloquence to start the flame which is now spreading over all the country.

It was eminently fit that the college women, with the marked prestige of cap and gown, should have headed the first suffrage street parade, for they are the finest flower of the movement for the emancipation of woman. Education is the only permanent foundation for progress and it was practically denied to all women when the agitation commenced for their political rights. That battle is won, but even now the general public scarcely realizes that to-day there are 50,000 women in our colleges and universities and fully that number who already possess their degrees.

It was a beautiful and gratifying sight, those women clothed in the symbolic garb of learning stepping fearlessly forth and saying, "Do you dare deny to us a voice in our own government?" Upon college women beyond all others rests the responsibility of leading in this contest, for they have already received its highest rewards and in themselves they answer every objection which is made to woman suffrage.

Less prominent but possibly more symbolic were the two women who headed the band, sounding literally and figuratively the trumpet call to women to fall in line and join the onward march to a freedom which never can be complete until they have power over the conditions under which they must work, found their homes and rear their children.

Most significant was that part of the parade made up of wage earning women, of that vast new element which has entered into the economic world for all time and which must henceforth be reckoned with in considering all public questions. For many years after the suffrage movement began this distinctive class did not exist. Women worked just as hard as they do now, but they were in no sense regarded as a factor in industrial life. Hours and remuneration were settled by each separate family, and the possession of a vote by women would not have materially changed them.

When the labor of woman was taken from the individual home and placed under the control of a corporation it passed at once into the domain of law and politics. When driven by necessity to follow her work she found herself no longer protected by the interests of home and family and utterly without protection under the new régime, and it then became vitally necessary that she should have some influence over her new masters, law and politics. In other words she needed a vote to regulate her hours, her wages, her conditions of labor. It has taken working women a long time to understand this important fact, and the leaders of the suffrage movement have also been slow to realize it, but both see it clearly now, and in the near future the number of wage earners who walked in that first procession will be multiplied by thousands.

Still another striking feature of the parade was seen in the sixty-three automobiles representing as many Assembly districts in the city and filled with the officers of a political organization of women in each district. Many of these had reached or passed middle age and were well known for their educational and philanthropic work, and the vast majority were wives and mothers.

Here is the lesson of the parade. Into the suffrage movement within a few years have come thousands of young women filled with vigor, enthusiasm, self-assertion, confidence in their own powers. In the high schools and colleges they have matched intellects with the boys and young men and even more than held their own.

In the various vocations, working side by side with these same men, they still have found themselves equally capable and yet everywhere discriminated against—in pay, in hours, in the best positions. They have discovered at last that the discrimination against them by the Government is at the root of it all, and now they demand their political rights.

They listen with amazement and scorn to the hackneyed objections; they have not been drilled in the subjection of women, as were their mothers, whose conservative efforts for the ballot they scoff at and reject. "Your methods are all wrong," they say, and the older women answer: "They seemed all right, but they haven't won, and we are ready for new methods." Thus the old workers, with patience exhausted and forbearance struck from the list of virtues, join forces with the young, courageous, independent, aggressive—and the "militant" movement is ushered in!

Thousands of men stood for three hours in Union Square and listened to argument for woman suffrage who never did and never would go into a hall to hear them. Thousands of people who lined the sidewalks as the procession passed by realized for the first time that this was a vital, tangible question and began to think about it. Scores of women inspired by the sight fell into line and thus identified themselves with the movement.

Politicians who saw the parade or read of it in the fifty columns devoted to it by the New York papers understood as never before that the women meant business and that woman suffrage was henceforth to be a political issue. The immediate result was the action of the Senate at Albany five days later to call the suffrage bill out of committee after this had been persistently refused all winter. Those sixty-three automobiles emphasized as words could not do that every member from New York would face a political organization of women on his return home to whom he must account for his vote on this bill.

The church militant has done a mighty work. The campaign militant for woman suffrage has a mighty work to do. New York has set the pace and from various cities come reports of projected street parades.

A procession many times the size of the last will take place in this city next fall. Outdoor meetings in the parks and on the street corners will be held throughout the summer. The suffragists will tour this and other States in motors, trolley cars and caravans. Is this publicity to be condemned? Let men never forget for a moment that they have driven women to it.

To what extremes this militant movement may go cannot be foretold. Probably the good sense of American woman will keep them within constitutional limits, but when for generations a qualified class of citizens have been persistently refused a voice in their own government they are fully justified in exceeding these limits. A stock objection to giving women the suffrage is that it would take them into politics. If they were already enfranchised not one in thousands would do more than go quietly on election day and cast her vote, but now in order to get the vote thousands are compelled to do every kind of political work, circulate petitions, interview officials, go to legislative hearings, make public addresses and hold meetings.

Many cities are now being organized for suffrage in each district along the same lines as the political parties and the women will have the humiliating task of interviewing every voter. The splendid abilities of women which are so much needed in the great social work of every community are more and more becoming absorbed in the struggle for the suffrage. This is especially true of the young college women, who are equipped beyond all others to help in the solution of municipal problems but are going by thousands into the contest for the franchise. They are now regularly organized in the colleges of twenty-eight States, and federated in a national association with Miss Thomas, the president of Bryn Mawr College, at its head.

Is this the way men would have it? They alone are responsible for the situation. They have issued to women the challenge to show that a majority want the suffrage, and the women will never stop till they have proved it.

They realize as never before the power of a vote and the injustice of being deprived of it. A spirit of deep resentment is developing toward the men who compel them to make such sacrifices to obtain what is as much the moral right of a woman as of a man. This spirit will intensify as women are driven to stronger measures and its effects will be grave and far reaching.

It is time for men to face this question seriously, for it is unmistakably approaching a crisis. Women intend to have the suffrage. It rests with men to say how much longer the struggle for it must continue; whether this parade on the public streets shall indicate the near approach of the end or only the beginning of a militant campaign which has been forced upon American women.

IDA HUSTED HARPER.

## *ENGINE TO DRAW GUNS.*

**Test of a New War Machine for British Army.**

*From the London Chronicle.*

A committee of expert officers attended the trials at Aldershot yesterday of a new oil fuel traction engine designed for hauling artillery of the heaviest type over all kinds of roads and across rough country and up hills. The engine weighs eight tons, is of 70 horse-power, with a maximum speed of eight miles an hour.

Quite a new principle in locomotion is applied in the engine, which instead of travelling in the ordinary way rolls along on an endless track which it lays for itself. This track is something like a great chain of steel links, the outside of each being shod with blocks of wood, which act like the sleepers of a permanent way. This track enables the engine to pass over with great ease and little propulsive power any kind of rough ground, rocky areas, soft sand and bog and safely negotiate the very stiffest gradients and cross ditches and gullies.

It was tested across the soft sand of the Long Valley, drawing a six ton field gun and succeeding in getting it up and down the hillsides about Aldershot over deep water courses the banks of which were very steep and then across a wide stretch of boggy ground, which was by far the stiffest test of all, the gun at times sinking in up to its axles. The gun finally stuck in a deep ditch with straight banks but was successfully hauled out by the engine by means of a steel cable and winding drum, but not before the cable had snapped once with the great strain put on it. The engine is to be purchased by the War Office with a view of adopting it for heavy artillery.

# RENTS HER VOICE AND EYES

## *A GIRL STUDENT'S PLAN OF PAYING COLLEGE EXPENSES.*

**One of Her Duties to See the Plays at the Theatre for a Blind Man—Interesting a Capricious Invalid—A Doctor's New Plan With His City Patients.**

"Last year I spent my summer holiday in New York and not only paid expenses and laid up something for use in the winter but I had a pleasant vacation besides." The speaker was a young woman from the Southwest who is working her way through college. "I devoted all my time to reading the new books and magazines to invalids and seeing all the attractions at the best theatres for a blind man.

"For the first time I realized what it means to lose your sight. This blind patron of mine had been a strong, vigorous man of affairs when the accident happened that deprived him of his sight. His wife told me that at first he was so sensitive about his helplessness that he could not be persuaded to leave his rooms, wouldn't even go into the family sitting room.

"Conditions were only a little better when I first went to him last summer. He had worn his wife out reading to him and accepted me as a substitute only when the doctor ordered her away for a rest.

"For the first few times I had to wait for his valet to get him seated in such a manner that I could not see his face. I don't believe I ever would have seen his face if I had not remarked one day after reading the theatrical news in a weekly magazine that I had seen the play written about but did not agree with the writer's estimate of the leading actor.

"At once he began to question me about that play, then about others, until before I realized it I was giving a synopsis of the scenes and the actors of every play I had seen in the previous six months. Best of all, my patron had become so interested that he unconsciously turned his scarred face toward me and sat that way, apparently seeing as well as hearing, until time came for me to go.

"Out in the hall as I was leaving the house the valet explained that his master had been fond of going to the theatre and he was sure if I could manage to go to a play now and then and tell him about it I would find it easier to get along with him. Before my next visit I made it convenient to take the valet's advice. It worked like a charm for entertaining the blind man, though I often found it difficult to answer his questions.

"He would have liked me to repeat the entire play, which of course I found impossible. However, my failure in that respect led to a better understanding, for when he suggested that I go to see the same play again for the sake of making him more clearly understand it I was forced to say that I only went to the theatre once a month because I couldn't afford to go any oftener.

"When I left that afternoon it was with the understanding that I was to read to him three afternoons a week instead of two, as arranged by his doctor, and before each visit I was to go to the theatre. The tickets were handed me by the valet, always two, so that I was able to select my own company. Being much better seats than I could have bought for myself, you can imagine how much I enjoyed using them aside from the business end of the affair.

"This went on for three weeks. Then his wife returned and I fully expected to be told that my services were no longer needed, but to my delight she was so much pleased with her husband's improvement that she insisted on my continuing my three afternoons each week.

"It was after her return that we combined our efforts to give him a comic opera then having a great run. The wife's part was to make the music. We both did our best, and though you don't as a rule enjoy being ridiculed, I don't think anything that blind man could have done would have pleased us as much as the scorn he heaped on our honest efforts.

"He said if that was the best we could do he thought he might as well go to the theatre and borrow the use of his valet's eyes. Well he went with his valet and I thought that would be the end of my position. Both the wife and the doctor were jubilant at getting him out of the house for the first time since his accident. Though I was glad for his sake I could not help feeling sorry on my own account. It is not every day in the week that a girl can pick up a good paying position filling only three afternoons a week.

"I think the doctor must have had some idea of how I felt for he gave me the address of an invalid patient of his who wanted some one to read to her and otherwise entertain her. I got the position. The invalid was an elderly widow and I understood from her maid that she changed the women who came to read to her almost as regularly as the end of the week came around. They all begin on Mondays, come back on Thursdays and leave on Saturdays, was the way the maid described it.

"With that warning you can imagine how glad I was to get a message from the wife of the blind man asking me to come back. He had made two trips to the theatre, one accompanied by his valet, the other by his wife. What he wanted of me was to go to the plays, and tell him all about them and then he would go for the sake of hearing the lines from the actors. This worked so well that I kept it up until his wife took him South in February. They are coming back into town next fall and I am to begin work again the day they arrive.

"What became of my old lady invalid? I read and talked to her so much about Colorado that she was finally persuaded or driven to follow her doctor's advice and go there for her health. You see after the maid told me about her numerous changes I realized that my only hope of being kept was to get her interested in something.

"I had seen the wonderful difference it made in the blind man so I set to work to find out what her special fad was. When I consulted the doctor he laughed at me, saying he had been her physician for nearly twenty years and had never been able to discover any one thing that interested her two days in succession.

"I asked if he had ever thought of sending her to any particular place and when he said she had once almost consented to go to Colorado I determined to make a desperate effort. When Thursday came I made my appearance in her presence armed with an armful of magazines and newspapers, each containing interesting articles or stories about Colorado.

"I began the campaign by reading a short story the scene of which was laid in Colorado. Then I read descriptive articles about the natural beauties of the State. I was in the middle of the first of a series of articles telling about the political situation out there when my two hours expired. At her request I finished the article and she asked me to be sure to bring the next in the series the following Saturday.

"When Saturday came I had been taken back as reader to my blind patron, and while it was no longer of such importance for me to keep the position with the invalid woman I preferred to do so if I could. However, I made up my mind to take my dismissal pleasantly and to be on the lookout for something else to fill in my time.

"Instead of the expected dismissal I was asked to get more articles on Colorado and one or two other places which my patron named. She explained that her doctor had wanted her to go to these places, but as she knew nothing about them she had never made up her mind to go. Now, since Colorado seemed so attractive, she thought she would try to find out about the others before deciding just where she would spend the following winter.

"It was well into the winter before she made up her mind. In the meantime I had been reading to her an hour a day. Half the time was devoted to articles and stories about the various places the doctor had recommended to her and the other half to current magazines and newspapers.

"After my success with her that doctor declared he could fill all the time I could spare from my studies. He thinks it is a new method of suggestion, reading to people until they are just saturated with the thing you want them to do.

"He says I never could have got my blind patron out of doors by reading him the news or telling him about things seen in the parks or on the streets, but once I got him interested in his old time fad, the theatre, he forgot his disfigurement in his desire to learn as much as possible about the plays I described. The reason he failed with his invalid patient was that he only gave her statistics about the altitude and the temperature and named hotel rates at the places he wanted her to visit, while the readers read only the news of the day and books in which she felt no especial interest. This summer he has three invalids to whom I am to read and talk on specified subjects."

## *WHAT WOMEN ARE DOING.*

Mrs. Pankhurst's society of English suffragists has just cleared $8,500 at a suffrage bazaar held in Glasgow. The members made about half as much by their recent self-denial week.

Mrs. Julia Ward Howe has been re-elected president of the New England Women's Club. Mrs. Judith W. Smith was elected honorary vice-president in recognition of her long and faithful services. Besides these two ladies there were four other members present who attended the first meeting of the club forty years ago.

The Ladies Literary Society of Oberlin College has completed a scholarship fund to provide a graduate member with a year's foreign study. The organization is said to be the oldest woman's literary society in the world. Lucy Stone and Antoinette Brown were among its members sixty years ago.

Prof. Frances Squire Potter has accepted the office of general lecturer for the National Woman's Trade Union League. Prof. Potter will make a tour of this country and perhaps go abroad in the interest of the league.

Dr. Mary Pierson Eddy was the only woman to speak at the foreign missionary gathering of the General Assembly of the Presbyterian Church held in Atlantic City. Dr. Eddy is a granddaughter of the Rev. W. W. Eddy, D. D., one of the first American missionaries in Syria. She was born at Sidon and has spent all her life in the Ottoman Empire except the time devoted to study in the United States, Germany and England. She has practised in almost every part of the Ottoman Empire, has established the only sanitarium for tuberculosis in Palestine and on her return will organize Red Cross societies in various cities in Syria and Palestine.

Miss Elizabeth Nourse, the American artist who lives in Paris, has just had one of her paintings purchased by the French Government. It is called "The Closed Shutters" and has been bought for the Luxembourg Gallery. Miss Nourse began her art career in Cincinnati as a pupil of her brother-in-law, Benn Pitman, a brother of Isaac Pitman, the inventor of shorthand. She has long been an active member of the Woman's Art Club of Cincinnati.

Mrs. Julia Ward Howe testified the other day before the Massachusetts legislative committee which is investigating the milk situation. While giving her testimony she refused the chair offered by the committee and remained standing at the head of the witness table. In making her plea for pure milk Mrs. Howe said:

"There are several parties to the milk situation, and I think the principal party is the child in the cradle. There is no substitute for milk in rearing children. It is a matter of life and death and should not take long to settle. I do want that those who produce this important food should have suitable compensation. I stand for justice to all parties and mercy to one, the infant."

Miss Job of Queenstown, Tasmania, is said to be the only woman who has ever sat within the bar at a Wesleyan Methodist conference. When she first took her seat one minister protested that the conference was composed only of ministers and laymen and that they had no power to admit the best lady in the land. All others, including the president of the conference, took the position that women were included as laymen and Miss Job retained her seat within the bar.

## *WHERE DANDIES MET.*

**The Old Bell Tavern of Pall Mall—Nell Gwynne's Home.**

*From the London Telegraph.*

The ancient thoroughfare of Pall Mall, which in its checkered history has witnessed so many outward changes and with whose very stones one might almost say are bound up the social records of a bygone age, its romances and tragedies, its amusements and scandals, is about to undergo another transformation.

The Old Bell Tavern, standing at the corner of what used to be called John street but which is now practically included in St. James's Square, adjoining, is doomed to go the way of many another building which, while it survived in that region, formed an interesting link between the past and the present. After having served the agreeable purpose of a house of refreshment for centuries the tavern is to be removed and in its place in due course will uprise an automobile show room quite in the modern style.

Among all the notabilities who made Pall Mall their home Nell Gwynne will always assert her own place in the imagination of the romantic. Tradition has not always spoken accurately as to the precise locality of the mansion which the royal favorite inhabited, but it is now pretty well accepted that the house occupied the site on which now stands a part of the Army and Navy Club. The residence sometimes erroneously attributed to her was actually inhabited by another notable personage, Moll Davis, a young actress whose professional career, we are told, presented certain features similar to those of Nell herself. But this house on the north side of Pall Mall was not the only one which Nell Gwynne tenanted in the thoroughfare. In 1671, as we are told, she crossed to the park side of the street.

Who can doubt then that in the days before the club became an institution the Old Bell, standing in the very thick of it all, was a favorite resort of the citizen who walked abroad? There men supported their port, discussed the latest scandal of the day, tore reputations to tatters. A school for gossip the place doubtless was just as much as a shrine of Bacchus—a haven of good cheer in daylight and dark. One can picture the company that was accustomed to gather under the oaken beams of its low pitched roof—the men who could quaff their wine and retail their story "with an air." So too can one bring to mind the changing clientele of the tavern as fashions altered and society migrated further westward and northward, until a time was reached when "gentlemen's gentlemen" furnished no inconsiderable proportion of its daily or nightly customers.

# A GARDEN IN AN OLD QUARRY

## *START OF A WOMAN LANDSCAPE ARCHITECT'S CAREER.*

**Miss Lee's Third Order Brought Her Success—Her Profession Well Suited to Women Fond of Outdoor Life—Preparations for Work—Few Drawbacks.**

"So far as I can judge there is more variety in landscape gardening than in any other profession open to women," declared Miss Elizabeth Leighton Lee of Philadelphia, one of the first women in the country to take up landscape architecture as a profession. "There is routine work of a certain sort, just as there has to be in every profession, but it is always different and never could be called monotonous.

"On leaving school I started out as a stenographer, but office work affected my health and being advised to take up something that would keep me out of doors I at once thought of landscape architecture. I had always had a great love for the country and had fancied that had I been gifted as an artist I would devote myself to painting landscapes, so when the order came for me to work out of doors I naturally wanted to make landscapes.

"At that time I didn't know that a woman had entered the profession, but on inquiring I found that there was just one woman landscape architect in the country. That decided me. What another woman had done I knew that I could, so I set about getting the necessary training.

"After two years study I started out for myself. My first piece of work was making the grounds of the vacation school of the Pennsylvania Association for Working Women. This order came to me through the influence of the chairman of the committee in charge of the school. Though my profits were not very large, as I did not charge as much as a man landscape architect would have done, I cleared a fair amount. In rendering my bill I only charged for my visits and the plans.

"My second piece of work was laying off and making a garden for a friend. In this also I was successful and made a fair profit, but it was not until after I had completed my third order that I began to get orders enough to keep me busy. In this third order I had the advantage of a fine location with a beautiful background.

"That is not found in every instance by any means. As a rule the landscape architect must be content to think his picture will get the proper frame fifteen or twenty years after he has finished the work. In this instance there was a beautiful grove of trees for me to fit my landscape in.

"One end of the garden was an old stone quarry, bare and rugged when I began but when I finished one of the most picturesque corners in a county which includes many beautiful estates. I covered all the ugly bare spots with creepers and flowering vines, with rosebeds and bits of shubbery where the picture demanded color and form. Though I cleared a good amount on this piece of work, its chief value to me was as an advertisement. People saw the garden and came to get me to do theirs.

"Though I have been in the business now something over six years, I can't claim I that have ever done any one piece of work that has brought me as many orders as that garden built in an old stone quarry. So far the handsomest piece of work that I have accomplished is a garden in Elkins Park.

"This is on a private estate and the garden is situated above a large terrace on which there are two tennis courts and a squash court. In style I should call it an adaptation of the Italian and the English gardens. Though it has many more flowers than an Italian garden, it has the pointed cedars and a good deal of the formal shaped shrubbery.

"Besides making the garden I had charge of the levelling of three terraces and the building of a pergola and an enclosing wall. It was a satisfactory piece of work in every particular. It paid me well, because I charged as much as the best of men landscape architects would have done.

"Perhaps it is not discreet for me to admit it, though it is the absolute truth, that the hardest gardens I have ever made have been for women. I don't believe any of them realized it; certainly they never intended to give me so much trouble. The reason for it so far as I can make it out is that they did not have the same confidence in me they would have had in a man.

"If every slightest thing didn't happen just as they had imagined it would they were writing or telephoning in the most agitated manner to know the reason why. Nine times out of ten the trees that hadn't come or the bulbs that hadn't made their appearance at the time expected had arrived before the letter of complaint reached me. Now if it had been a man landscape architect they would have had so much confidence in his judgment and ability that they wouldn't have given the matter a second thought. Because I am a woman in an unusual position they were suspicious of my ability and kept the closest sort of watch on every detail.

"Yes, everybody seems to think that a woman landscape architect should have no end of trouble with workmen and contractors. So far I have had trouble with only one contractor and none with a workman.

"This trouble all came about because the contractor underestimated the cost of grading the ground and making the beds. He found more rock than he had calculated. The result was that the work cost him $200 more than he had figured on.

"The trouble was finally settled amicably by the person for whom the garden was being made paying $100 extra. The loss of the other $100 had to fall on the contractor.

"My method is to see the grounds, work out plans and then turn them over to contractors to make bids for the work. When I first began I used to superintend all the planting myself, not only because I wanted to save the money but because I felt that I needed the knowledge, the practical experience, this side of the business would give me. Then not having so many orders I had the time to give to it.

"Now I haven't the time, so everything of that sort has to be trusted to contractors, though I am careful to keep a close enough watch over them to see that everything comes up to what I have planned.

"I employ both men and women. Among the superintendents of planting whom I employ regularly is one woman who manages her own nursery. She does as good work as any man I have ever employed in the same capacity. It is her success as much as my own experience that makes me think such work especially adapted to women.

"I would be glad to see girls fitting themselves for her profession as well as becoming landscape architects. This woman superintendent of planting appears to get along better with the workmen in her employ than the majority of men in her line of work. She is more painstaking when it comes to details and equally, perhaps even more conscientious when it comes to keeping her appointments and getting her work done within the time stipulated.

"I am strongly in favor of the new horticultural school for women which is to be opened next fall near Philadelphia. In time I expect to see many women, college women and others who haven't had the training of a college course, taking advantage of its practical training in the various branches of farming.

"This school is to meet the demand among women who are anxious to make their living from the land. Many of them, though born and brought up in the country, have had no opportunity to learn about practical farming. That is the reason why we hear of so many failures among women who attempt poultry raising, dairying and other branches of farming.

"It is not because they haven't the energy or the strength or that they cannot manage their workmen or that they let themselves be cheated by the commission men, but because they go into the business without any actual practical experience. When they make up their minds to undertake the work about the best they can do in the way of preparation is to read books or ask the advice of some man. Even if he hasn't been very successful or his methods are antiquated they take his advice because it is the best they can do.

"I am also hoping to see a number of landscape architects and superintendents of planting turned out by the new school. If a girl thinking of taking up my profession should come to me for advice I should tell her she needed at least two years study as a preparation. After that if she could afford another two years under good landscape architects in this country and abroad, I should say for her to take it by all means, as she would be all the better for the additional training.

"If, however, she hadn't the means to get this preparation, even the two first years, I would not advise her to give up. A girl can work her way in my profession just about as well as in any other. If she has the talent and the determination she will overcome lack of training.

"It is not only work by which a woman may make a good living but it gives her one of the best opportunities for indulging her desire to create the beautiful and to live an out of door life. Neither should a girl hesitate because she has no rich or influential relative or friend to give her a start. I hadn't a soul but myself to depend on and I still have implicit faith in the belief that what one woman has accomplished another can do also."

## *TRIO OF BEAU BRUMMELS.*

**The Glass of Fashion as Reflected in President Taft's Cabinet.**

*From the National Magazine.*

The faces of the members of President Taft's Cabinet are now becoming familiar to Washington people, and the point of comparative elegance and style in dress is being discussed.

It has been decided that the palm lies between Postmaster-General Hitchcock with his long, flowing coat, without a crease, dainty lavender tie and carefully combed hair; Attorney-General Wickersham and the Hon. George von L. Meyer, Secretary of the Navy.

To those impressed by quiet elegance the prize would be given to General Wickersham, who wears rich looking garments, though it has been said that the fact that he always arrives in a carriage provided by his Department may have something to do with his spick and span appearance.

Secretary Meyer's clothing always has an English cut, whereas Mr. Hitchcock's garb may be called distinctively the latest fashion plate from New York.

## *NEEDS OF WOMEN.*

Miss D. H. S.—What were the rates of the woman who opens and closes country houses? Did she charge by the day or the house? Were her charges always the same or did she find it better to vary according to the wealth of her employer? Did she not find it difficult to get good help and how did she overcome it? When taking charge of a house at some distance from her place of residence did she charge railroad fares for her assistants and herself? I am thinking of going into some such business and would be glad to get as many particulars as possible.

Her charges were by the day. Though she tried to estimate the cost in the case of each house when she was called in to open or close it she was careful never to fix the price definitely, as a house often needs much more work to get into proper shape than could be seen by any one merely looking it over. She did not mention having more than one rate. She was careful to employ only such assistants as were recommended by responsible persons, and even those she kept constantly under her eyes as further protection to the valuable furnishings left in many of the houses. All railroad and travelling expenses were given as separate items in the bill that the house owner might understand her rates.

Mrs. S. W. N.—What is the best and cheapest way to start in the business of raising angora or Persian cats for market? How can I find out how to get the cats for a start? What would be the smallest capital required to make a small but good start?

One of the successful catteries in this country is owned and managed by a young woman who started in the business with a capital of $5. She bought two pure blooded Angora kittens through an advertisement. She was careful to trace the pedigree of the kittens before purchasing. Books about cats and the care and selection of the different breeds can be had at almost any library. A number of such books have been published in the past few years. The addresses of fanciers or dealers cannot be given.

Mrs. F. W. S. I am 33 years of age, married, and have a boy 13 years old. My husband's salary is $32 a week. Up to three months ago I also went to work, making a weekly salary of $20. Now I am a good housekeeper, cook, &c., doing all my own work, including washing, ironing, sewing, &c., but do not find my time fully occupied. I would like to take one or two motherless children to board; I would also take their fathers if they desired, or I would take families where the mother or both parents went out to work leaving their children alone. We live in a place that is very much like the country, though it is only a single fare to New York. What should I do to make a start in carrying out this idea?

It might be well for you to call personally at both branches of the Young Women's Christian Association, state your object and submit your references. Both branches keep a list of good boarding places, both in the city and in the country, and sometimes have applications from wage earning women with children for just such a home as you describe. A personal visit to ministers or their assistants might also lead to something. In both instances it would be best for you to take a list of your references with you and to do everything to facilitate an investigation of your personal character and your home.

Mrs. D. J. G.: I am interested in tea room ideas. Though I have furnishings that would give style to a tea room, I lack capital and would prefer to have a partner. I have a shore cottage that by next year, when a new road is opened, will be splendidly located for a tea room. Or I would be willing to open a tea room with a delicatessen department and a chance for a garden on an auto road, where such an undertaking would take. I have plenty of furnishings, books galore and many ideas. Please let me know how I could best start about finding a partner and a desirable location for such a business.

An application to various branches of the Woman's Exchange might put you in communication with a desirable woman. If you want a young woman and can give good references you might get in touch with college girls, many of whom are looking about for business openings. One woman who had a small capital and some experience secured a young college woman as her partner in running a summer hotel by applying directly to the dean of women in various coeducational institutions. Another woman, who had no capital but had had experience as a cook and housekeeper, secured an active partner with necessary capital through cakes and pies sold at the Woman's Exchange. She now owns and manages a restaurant in which she employs more than twenty assistants. In describing a suitable location for a summer tea room many women who have succeeded on small capital say they began in villages or resorts where there was no other place of amusement, where the hotel was poor or where there was no hotel.

# A VISITING JAM MAKER

## *ONE WOMAN'S PLEASANT WAY OF CLEARING $15 A WEEK.*

**She Began Her Widowhood With a House Partly Paid For and a Son to Support and Found Paying Demand for Accomplishment Learned in the South.**

"Visiting jam maker is about as good a name for my profession as any, I reckon," said a widow whose home is in a New York suburb. "We came North soon after our marriage. My husband had a Government office with a salary that seemed almost affluent to us in the South, but a few months in New York taught us the difference in the cost of living in the two sections. To help matters along we moved out here.

"That was a fine fruit year and all the five cherry trees on the place were laden with the most delicious fruit. As there was no sale for it in the local market I canned, preserved and made jam until my husband said I had enough to run a hotel. The next fall I put it at the Woman's Exchange and made a fair profit selling all we could not use.

"The following summer I added berries to my supply, making more than 100 glasses of strawberry jam. It sold readily. I kept at this every summer, clearing enough to provide myself and our little son with clothes besides keeping up our subscriptions to magazines and papers.

"It all came in very well just then as the greater part of the margin of my husband's salary was consumed paying the instalments on this place. At the time of his death the place was more than half paid for and his friends suggested that I find a purchaser for the sake of saving as much of the money we had put into it as possible.

"I can't tell you how thankful I was for the little business training I had received through making and selling jam. It was that training, simple as it was, that made me see another way out of the woods.

"I made up my mind I would not sell. Instead I would rent my house furnished for the summer months and live in it in the winter. By doing this I would get just enough to pay the instalments with interest, and I was confident I could earn enough making jams and preserves to support myself and keep my son at school.

"The one point that troubled me was the fruit trees. Everybody who spoke of renting the place for the summer seemed to take it for granted that the fruit was included. In thinking out my problem I had fancied it would be an easy matter to reserve the vegetable garden and the fruit trees.

"After this had lost me three good tenants, the agent assured me unless I gave up the idea of reserving the fruit he would be unable to rent for me. That settled it. I withdrew my claim on the fruit, and the place was taken at once.

"After moving into the rooms which I had engaged for myself and my son in another part of the town came the problem of getting fruit to make the preserves and jam on the sale of which I was depending for a living. Buying in the market at wholesale left a very slender margin for profits and buying from the farmers was only a few cents better. In my dilemma I hit upon the plan of doing it on shares with a woman who had some fruit trees, but not enough fruit to make it worth while to hire labor to market it.

"After a few days' delay she accepted my offer. A little later I learned that she had made a canvass of the summer cottagers and got orders for all the preserves and jam she could supply from the samples I had given her to taste. However it turned out so well for me that I have never ceased to be thankful for that woman's shrewd bargaining.

"One of the cottagers whom she approached had another country place on which there was an abundant supply of fruit. When the preserves and jam which she received from Mrs. Blank proved to be so good she decided to try to get Mrs. Blank's recipe. This led to the explanation that Mrs. Blank didn't do the preserving herself but hired it done by a woman living in the town. It took this recipe hunter some time to trace the preserve maker, but when she did finally reach me I had wit enough to refuse to give my recipes and to offer to make up her fruit on the same terms I had worked for Mrs. Blank.

"As a result two weeks later found me a hundred or so miles further up the State making preserves, jam and pickles in a quantity I had never attempted before. Much to my surprise when I finished, the owner of the place wanted to buy my half. She explained that she wanted the entire supply for her own household. It ended in my being paid at the rate of $15 a week with the addition of railroad tickets and other expenses.

"It was then so late in the season that I could only return to and take possession of my house, which had been vacated by the summer tenant. In planning my next year's work I decided that it would be much more profitable for me to devote my time before the arrival of the summer tenants to making up the early small fruits from my garden, and then to place my son in a summer camp for boys while I filled engagements for making up other people's fruit at the rate of $3 a day or $15 a week and expenses.

"Having thought out this plan, my first step was to consult with the woman who had engaged me the previous summer. She was quite willing to engage me for the coming summer and to recommend me to her friends who had country estates or farms.

"When making applications to these people I invariably took with me samples of preserves, jam, canned fruit and sweet and sour pickles. The canvassing was not pleasant, for in the majority of cases I had to speak through the housekeeper, who usually required me to call several times before giving her decision.

"Besides this delay there was always an effort to make me lower my charges in one way or another. At first all this annoyed me but as soon as I realized it was only their way of getting out of paying the amount asked it gave me as much pleasure to dickes and keep ahead of them as to make any other good bargain.

"The following summer though I didn't have all my time taken I managed to make more than I had ever done by making and selling my own preserves and jams. The second year I did better. Since then for the past three years, the difficulty has been to get the time, not the work.

"There is one place where I go to put up strawberries and from then on I am going back and forth to put up each fruit and vegetable as it comes to perfection. This is the place on which I did my first work. Having preserves and jam made from their own fruits proved so satisfactory to the family that now they have me put up all the canned goods used in their household.

"This includes pickles, catsups, sauces of various sorts, preserves, jams, canned fruits, jellies, grape and other fruit juices and every variety of vegetable that can be successfully canned. Everything is preserved in glass and from that fact the family feel that they are secure from all the evils of eating canned goods.

"Though I have managed to let my home pay for itself I still rent it in the summer. I manage to make enough preserves and canned goods for home use and to keep a small reserve for sale in case any of my patrons run short before the end of the season.

"So far as I can see there is a considerable field for such work about the majority of the large cities throughout the country. It means pretty hard work for about five months of the year, but the returns are good and where you please the people who employ you the work goes on at about the same rate summer after summer."