

LOOKS UP REFERENCES

WOMAN WHO MAY SOLVE SERVANT GIRL PROBLEM.

She Searches the Records for Credentials of Girls Who Are Seeking Employment.

"I have decided to add another branch to my new vocation and have it printed on my card," said a business woman to one who sought her advice in some of her many specialties, a New York Sun man.

It was a cozy, sunshiny little office where they sat, with a telephone, a typewriter and an office boy in evidence. And on the door was the young woman's name in golden letters and beneath it the legend: "Miss M. J. Adams, Servant Girl Finder."

"How can you find time for all you have to do at present?" asked the customer.

"I can't find time I shall get assistants," said the adviser. "I am going to investigate the references that girls bring when they apply for places as maids and cooks. I find that the details that women dislike most are often those of the most importance."

"I am going to make this knowledge the secret of my success. Just this morning my business has grown since I began a few months ago as a shopping agent. Now women are coming to me with all sorts of domestic problems."

"I thought if women liked shopping," suggested the caller.

"No, some of them hate it. Some of them haven't time when they are in society and haven't the money to buy and dressmaker are quite enough without buying the small things necessary in a household—the table linen and the towels and the kitchen things. Now I am ready at the shops when they open so that I get waited on at once. I know just the departments of each place and where to go for the best things. I get rid of a pile of shopping every day before 11 o'clock. On this I get commission from the stores as well as from those who employ me."

"In talking with my customers I learned that if there was one thing they disliked to do more than anything else it was to direct the hanging of pictures. Lots of them haven't the faint idea of it, you know. So I gradually took this up and now I have a trade arranging draperies and putting up curtains, another direct at the shops, and the arrangement of bric-a-brac and ornaments that look so garish when misplaced."

"One day a woman who was starting for the country happened up to her office with the seamstress and the mackerel, said to me: 'This is bad enough, but think of arriving at the cottage without a thing touched since last summer, and the servants cross and with plenty to do in getting unpacked and looking after us.'"

"That was when I added to the work of opening up houses for people who have been away, and I can assure you that this is one of the most responsible of tasks. For this I have my own corps of work-people. They take away the chill of getting to a house that has been closed for months and grown musty and damp sometimes."

"The other day I found one of my shopping patrons in tears. She had just discharged a maid for incompetence and impertinence. 'Why did you employ her?' I asked, 'without investigating her references?'"

"But I wrote to the address she mentioned as that of her last employer," she explained, "and I received a very nice note in reply stating that the girl was honest and neat and a first-class worker."

"But you should never write in those cases," I told her. "You should visit the person who has given the reference and talk with her."

"But I haven't the time," she exclaimed.

"References above everything else require the closest personal investigation. You can write and inquire, but in nine cases out of ten the woman who has employed the girl will send back some noncommittal reply. It will give no particulars as to the maid's faults or the length of time she employed. A woman will write a reference frequently when she is getting rid of a girl for some reason or other and wishes to enable her to get another place. If you write her she will stand by what she has written. If you go to see her and question her you will find out more about the girl in a few minutes than in a room of writing."

"Well, references don't count, anyhow."

"They should count, and that is what I propose to do—to make them worth something. I shall not deal with the girls themselves, but with their employers, and I shall keep track of them and of their ways. Girls change very frequently in a year or two, and one who may have been exemplary under certain circumstances will undo all the good work she has done in the past."

"When women are grieving over this domestic problem they ought to consider their own great responsibility. In giving of references that state nothing, or, worse still, that state untruths, I know of one woman who wrote to an address given her by a friend, a general housework girl. The reply came back: 'I am sure you will find her neat and trustworthy. She is a fine houseworker.'"

"Now, this is one of the references that do not mean anything. The girl was employed on it, however, and proved entirely incompetent—stupid, slow and impertinent—not able to cook the simplest kind of a dish—in fact, absolutely impossible. If that reference had been personally investigated and the woman questioned, she would have modified her statements considerably. There are plain, straightforward questions that should be answered in a like manner. For instance: How long was she in your employ, why did she leave, is she a pretty honest, is she a good cook and a good laundress, is she respectful in her manner, does she require looking after in any special task, is she too slow or does she do the work?"

"Questions of this sort will bring out the truth. Women strangely enough will commit themselves in letters, but when questioned they will tell the truth. Men, on the contrary, are apt to say a good word for an employe, but they will not put it down in black and white."

"There is more bunco about references than anything else in connection with the servant problem. If references could only be relied on and would be made distinct and truthful, the question of the kitchen warries would be solved. I dislike to go back on women, but I think this domestic question could be made easier if those who employ help stood more together, and if they were not so easy about what they say, without thinking very much of the consequences. In the question of references a woman is tender-hearted, and pities a girl whom she discharges. So she gives her a reference that sounds well, but that has no definite meaning when you look back over it."

King William's Determination. London Chronicle.

There are some interesting glimpses of William IV and Queen Adelaide in a volume which Mr. Brimley Johnson has ready for publication. It consists of the letters and personal reminiscences of the late Miss Clitherow, of Boston House. We learn, for one thing, that King William made a determination never to lay his head on his pillow till he had signed everything he ought on that day. This cost him "cruel suffering" from cramp, and he had often to stop in the middle of work and "put his hand in hot water." The documents which have to be signed by the King in these days must be many more.

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LADIES' SKIRTS Ladies' black broadcloth and cheviot Dress Skirts, plain or trimmed, regular \$11.00 to \$12.50 values \$7.95 for

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TOILET GOODS Woodbury's Dental Cream 19c, Colgate's Talcum Powder 13c, Colgate's Pure Glycerine 2, 4, 8-oz. bottles at 8c, 15c, 23c.

COMBINATION SUITS Ladies' white cotton Combination Suits, low or high neck, knee length, all sizes, great reduction, at... 38c

DRESS TRIMMINGS Fancy Persian Trimming in silk and panne velvet, regular 65c to \$1.00 value, great bargains at... 39c

MEN'S SHIRTS 50 dozen Men's Unlaundered White Shirts, long and short bosom, the M. & F. special shirt; a bargain for three days at... 39c

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LACE CURTAINS Manufacturer's samples of Lace Curtains—Brussels, Irish Points, Nottingham—Great lot at one-half cost... 1/2 cost

"DREAMY EYES" 1000 copies of the popular "Dreamy Eyes" by the author of "Creole Belles," while they last, your choice at, copy... 11c

July Clean-Up Sale

The good store cultivates the habit of leaving nothing dormant upon its shelves and counters. What doesn't sell at one price will certainly trot away at some price, that's sure. So tomorrow, Tuesday and Wednesday, we inaugurate a great Clean-Up Sale of all odd lots and slow-selling lines at remarkably low prices. 100 bargains which you may have on an average of half price—some a trifle more—others considerably less. Lots represent almost everything. We've gone through the different stocks and culled out all odd lots of seasonable and staple merchandise. The offerings are the best of the year. Come early and bring this list. Mail orders promptly executed.

250 PICTURES Dining-room Pictures, Medallions 16x28, fish and game, two-inch gilt frames, \$2.50 values for, \$1.39 each

BAMBOO CURTAINS Another great lot of those Bamboo Portieres in many styles, very pretty for cozy corner, \$1.50 value 89c at

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\$1.50 HATS Ladies' fancy Tuscan Straw Hats, whitechiffon-trimmed, the most desirable styles, \$1.50 values 75c at

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CORSET COVERS Wonderful values in fine Corset Covers, lace and embroidery trimmed, newest shapes at 23c, 29c, 33c, 39c and... 50c

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CHILDREN'S DRESSES Special prices on all lines of children's Sailor Suits in serges, blue, red and brown, sizes 3 to 14 years—(Second Floor.)

CHILDREN'S DRESSES Children's Sailor Suits, in crash and gingham, sizes 4 to 10 years, regular \$2.75 values, at the very low price of... \$1.92

SILK NECKWEAR Choice of our entire high-class stock of Ladies' Silk Neckwear, Jabots, stocks, stock and tie and 1/3 off novelties

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BLACK HATS A splendid line of Ladies' Black Hats, in chiffon and fancy straps; very best styles, worth up to \$5.50 each... \$2.98

MEN'S SUITS Men's Wool Suits, large assortment in cassimere, chevrons and tweeds, all the regular \$12.50 values for... \$9.65

TAN SHOES For men, women and children—Choice of our entire stock at prices far below cost—Best style toe—Light or heavy sole.

LINEN NAPKINS Heavy all-linen Napkins, 22 x 22 inches, fine line of patterns, remarkable good value at the low price of, dozen... \$1.92

BLANKETS Manufacturer's sample line of white and gray Blankets, suitable for coast use—Prices from 60c to 1/4 off \$1.50 pr.—(floor 3)

Toilet Articles 4711 Glycerine Soap, 14c. Pears' Glycerine, 13c. Colgate Shaving Soap, 3c. William's Shaving Soap (stick), 14c. Pears' Shaving Stick, 14c. Pozzoni's Face Powder, 29c. Lyon's Tooth Powder, 6c. Rub foam Tooth Wash, 15c. Hind's Almond Cream, 29c. Woodbury's Facial Cream, 16c. Almond Benzoin, 14c. Mennen's Talcum Powder, 12c. Ed Pinard's Toilet Water, 51c. 15c Tooth Brushes... 9c 20c Tooth Brushes... 13c 25c Tooth Brushes... 15c 35c Tooth Brushes... 19c R. & G. Toilet Water... 51c Malvina Cream... 29c Ho mes' Frostella... 15c All Hair Brushes reduced. Java Roe Face Powder, 23c.

WASH GOODS All our 15c and 18c Batistes Dimities in dots, figures and stripes, best colorings and patterns, big value, 11c yard

LAWN WRAPPERS Ladies' fancy lawn Tea Wrappers, pink, blue, green, black and white, striped or figured—\$4.50 values \$3.45—\$5.50 values \$4.42.

Basement 6-piece decorated Toilet Set for... \$1.73 50-piece white Dinner Set, \$3.44. 60-piece white Dinner Set, \$4.40. Tin Teaspoons, 6c doz. Tin Tablespoons, 12c doz. Pocket Alcohol Stoves, 16c. Metal Knives and Forks, set of 6 for 73c. Collapsing Cups, 19c ea. Coast Tinware and Wood- enware at the very lowest prices. Lamps and Lanterns. Refrigerators in all sizes. Screen Windows, 25c, 30c, 35c. Mason Fruit Jars and Jelly Glasses at lowest prices. Granite-ware of every kind.

GRENADES REDUCED 44-in. figured silk Grenadines 69c per yard—Plain and striped silk Grenadines. Great values at \$1.07, \$1.27, \$1.63 per yard.

SILK WAISTS Handsome Wash Silk Waists, wide and narrow stripes, tucked or plain. Best styles \$4.50 and \$5.00 values for \$3.92. Reg. \$6.00 for \$4.85

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