

The Opportunities of Today for Young Women

The Field of Business as Viewed by a Department Head and by Large Employers.

This is the third in a series of interviews for The Sunday Oregonian on today's opportunities for young women in the various callings open to their sex.

Next Sunday Miss Mary B. Ison, librarian of the Portland Free Library, will speak of the profession of librarianship as a career.

Commercial life holds its door open to woman in the present day just as freely as to man, and to the right kind it gives full measure for her worth.

Success Depends on Herself.

A woman's success in selling goods depends entirely upon the kind of woman she is. I maintain that any work or occupation which one loves or can do well is worth all the effort that can be put into it.

If to these she can add ambition, initiative and enthusiasm, her success is assured. For nothing—not even the fact that she is only a woman—will prevent her rising to the top notch in her vocation.

hind the counter until they can get something better; sometimes just for pin-money or to buy clothes with. Knowing that the position is only temporary, they do not attempt to qualify for advancement and are satisfied with getting their wage each week.

"I know of no other vocation for woman, outside the professions, in which she can make as much money as in the commercial world. Neither as school teacher nor as stenographer are the opportunities as great as in the retail trade."

"How does her advancement come to her—does favoritism have anything to do with it?" "Not at all. When a new clerk steps behind the counter the head of the department soon sees what material there is in her, and if she shows that she has the qualities necessary to handle customers well to send them away in a good humor and make them want to come again, and to master the details of the work which comes within her scope; if she displays judgment as to what goods are most salable, works her stock so as not to leave any of it stale, and manifests an interest which tends to be of benefit to the firm, she is sure to go up. As head of the department she has greater opportunity of showing what she can do, and often becomes the buyer."

"Tell me something about the management of a department like yours." "I suggest that the book department is so different from any other in a store like this that a general idea of commercial life can hardly be taken from it. Many women who might be highly successful selling other classes of goods would probably make a comparative failure here, for this position requires literary as well as commercial knowledge."

"More qualities are required for a position in this department than in others. Great adaptability is necessary, and one must be bookish by nature. One must do a great deal of reading of a general character—before coming into the department. After getting in, the reading (which is never at an end) must be done with the public's eye."

"Surely you don't have to read all these books before buying them." "I queried vaguely, scanning the hundreds of volumes which lined a wall of shelves. 'Oh no. The head of the book department is supposed to know all standard works thoroughly, and with them it is only a question of style of binding or quantity; but it is the new book which has to be read. One is constantly busy with advance copies, although purchases are sometimes ventured on an author's name. There is a constant demand for 'the latest book.' As there are hundreds of books brought out each year that fall flat, great intuition is required to have always the one which is going to make a hit."

"In other departments the purchase of goods is less difficult for it is determined more or less by the styles set, or the ordinary necessities of humanity."

AS VIEWED BY AN EMPLOYER

One Man Who Puts Woman on an Equality With Her Brothers. The woman in commercial life is a warm supporter in Mr. H. C. Wortman, of the firm of Oods, Wortman & King. In many departments of a large mercantile establishment he considers her



going to the head. A commercial education is all she needs, and this is received by beginning right at the bottom and working up. Any bright, industrious girl can do it, for the field is large and always open to her if she will qualify. An inexperienced saleswoman begins as low as \$5 per week, but if she means business she does not have to stay at that salary any time. Her sales show her adaptability and activity, and she is pushed forward just as rapidly as she is capable of going. Behind the counter she can get as high as \$5 a month, but to be a manager and buyer is what she should aim at. In this way she can work up from \$100 to \$150 per month, and even much higher, according to the importance of the department and the business it does. Managers are given a percentage on the increase of sales over the

corresponding month in the previous year, and with this opportunity open there is the probability of working up a fine income."

Women Versus Men.

"Do I consider women as successful as men in managing departments? Fully; in fact, more so in those handling goods which are used exclusively by women. There are four qualities which go to make a perfect manager. She, or he, as the case may be, should be a good salesman or saleswoman, a good buyer, a good general, and should be strictly honest with the public. When you have these four qualities, you can manage any business which cannot be improved upon. When you get a woman who has all four of them she will prove the superior of a man who has all four. It must be borne in mind

that women have not the generations of business training behind them which men have, but even at the best, their ones will outclass their brothers. To be sure, it is not many managers of either sex who possess all these four qualities, but when they do the woman is the better. A woman who can buy is far more desirable than a man, for the fact that she knows better what women are going to like. She has better taste than a man. Take, for instance, such departments as millinery, lace, ribbons, gowns, corsets and underwear, stockings, neckwear, and all those things which are used exclusively by women—a woman buyer can tell what is going to 'take,' what they need and want, far better than a man. She can anticipate women's taste better than he."

"Do you consider that women could successfully manage such departments as carpets, curtains, furniture, or even dress goods—for I have never seen a woman behind a dress goods counter?" "I have never known of such departments being managed by women, but see no reason why they should not succeed in them. Take, for instance, the matter of carpets, curtains, draperies, rugs and furniture. I have seen a woman manager who has better taste in such things than a man? Doesn't she ordinarily know more about the combinations of colors, and all the sort of thing which is done in the department because the bolts of cloth are too heavy for them to handle; it's not because we don't consider them fully capable of selling the goods. We have women handle the silks, and they do it just as well as men."

"If the average woman who is seeking a career only realized what a broad opening there is for her, she would not hesitate to become a saleswoman and begin the climb of the ladder. Now, just look at what women are doing in the East."

In Other Fields.

A commercial journal which lay upon the desk was opened and many items were found in it relating to women prominent in the management of departments in the largest and best-known stores in the country were found. Some were retiring, others advancing, all doing fine. "You see that the field is practically unlimited. Here is a woman in Chicago who runs a business of seven or eight millions a year. When her husband died she stepped right in as manager and has made a great success of it ever since."

"And you think a woman could even run a large department store?" "Why, there is a case of that kind right over here in Seattle. One of the biggest firms there is owned and managed by a woman, and I tell you she keeps the other fellows hustling to keep up with her. But for that matter, the largest and most celebrated department store in the world—the Bon Marche, in Paris—is the direct result of a woman's ingenuity and brains. Madame Boucicault, it is said, built up that store and made it what it is. Yes, there was a Mr. Boucicault, but it was the power behind the throne and did the work."

"The foremost costume house in America is owned and managed by a woman who designs, makes, and sells the dresses. She attends to all details of a business which pays her \$50,000 or more yearly profit. Miss Schroeder, of New York, manufactures and sells her own designs of gowns, and she is a very successful woman individually. She rose to this position from a dressmaker, at which vocation she made a success in designing models. Her entire income in commercial life comes from her own designs, and she is a woman who cannot be improved upon. When you get a woman who has all four of them she will prove the superior of a man who has all four. It must be borne in mind

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How Advancement Comes.

"How are clerks selected for advancement?" "I asked him. "Why, through this—" and Mr. Wortman took down a mammoth book which contained pages full of figures. Each column had the total month's daily sales, and each page contained 12 columns. So there was a clerk's entire record at a glance. He explained that the clerks who were always working for full days, and the caprice of trade, but when business was rushing and a department had a big total, that the clerk's book which showed smaller sales than others was an indication that she was not active or industrious—that she was not making the best of her time or opportunity. "And when dull season comes and some are laid off, those are the ones who go—not the good ones."

In this conversation Mr. Wortman considered only women of ordinary or a little more than ordinary intelligence in comparing them with men. Women, just as men, often fall below this standard, and those are not taken into consideration. Also the fact must be considered that not every woman of intelligence wants the opportunity which commercial life presents; in many cases it is not necessary, in many she prefers some profession or other line of work. But the intelligent ones who do want the chance, and go in with the fixed purpose of mastering the business and achieving success, he maintains that the field is broad and that there is a place waiting for each of them."

That Mr. Julius Meier, manager of the Meier & Frank Company, thoroughly appreciates the services of women is evidenced by the fact that fully 25 per cent of the employees of that large firm are women. Mr. Meier has the following statement to make in regard to the opportunities offered them through the avenue of commercial life, and in reference to the value of their services:

"The department stores of today present as good opportunities for bright women of tact and good judgment as it does for men. In fact, the modern department store is gradually turning more to the employment of women in the more important branches of business than ever before. Women are employed as buyers and department buyers, and in important clerical capacities. "The expert saleswoman can command a good salary, and her judgment as to the value of the merchandise she is selling is of great importance. We have in our employ several ladies who are in charge of departments, and their success in that capacity is evidenced by the results, they having established the confidence and patronage of the purchasing public."

"The salaries of the salesladies compare very favorably with those of the salesmen. This, of course, is a question that can only be determined by the ability and amount of responsibility that is thrust upon those filling the different positions. The vim and energy shown by the salesladies is a fact which has considerable weight with mapping out her future. "As it is with every line of business, so it is with that of the saleslady; there is an opportunity of advancement, and so long as there is room at the top, the bright, intelligent and industrious salesladies will be sure to climb toward that point." MARIAN MAC RAE.

Chrysanthemums Are Now at Their Best

Gorgeous Blossoms of New Varieties That Took Prize, Produced in Portland.

HERE are three things which always remind one of Japan: Lafordia, Hearn, cherry blossoms—and chrysanthemums. The chrysanthemum is mentioned last because it is the star—the prima donna of all attractions Japanese. It is fast becoming an American, however, and since the little brown men have accomplished such wonderful things in its cultivation America, England and France have been in competition for medals offered for the greatest perfection in size and coloring, and for new varieties. It is rightfully claimed that Chrysanthemum has done more to increase the love of flowers in the past decade than any other agency, for the many magnificent varieties put on the market excite the wonder and admiration of even the most calloused. There is no other flower which can be used in decorative work with such good effect, and whether used singly or in clusters, or where masses of color are required, it is the most popular blossom of the Fall season and may be said to have the field entirely to itself.

The varieties shown in Portland this Autumn seem to excel in color and perfection anything ever seen in the floral line. Some of them are as large as sunflowers; some look like immense snowballs which have been fluted by fairy fingers or delicately traced by Jack Frost's artistic pencil; others are nodding plumes of gold, of pink, of red or russet. All of last year's varieties are shown, many of former seasons, and a number of new ones only brought out in 1904. Perhaps the finest collection of new varieties is shown by Burkhardt, who makes a specialty of this particular flower.

The greatest novelty this year is one that created a great sensation in England last season, and which was described by a young lady yesterday as looking like the head of a pedigreed Skye terrier. Unfortunately it has a thin stem which is hardly strong enough to support the heavy flower, but for all that it is a wonderful example of what can be accomplished by propagation. The Mildred War, as this new variety is known, has long, straight petals which hang perfectly limp from a well-defined single center. These petals are neither reflex nor incurved, but fall about as the flower is turned, and the imagination of the girl who compared it with a Skye terrier was not at all strained. The color varies from a salmon tinge to a pale buff. The under side of the petals is buff, and in some places the upper surface is tinged with a tinge of salmon hue. If anyone is looking for a novelty in chrysanthemums he should not fail to secure a specimen of the Mildred War, for as a novelty it quite equals the F. J. Taggart, which was grown here last year, and which took the cash prize and gold medal at the Kansas City show. The Taggart belongs to the hairy or clustered sections of chrysanthemum culture, and each petal has its own set of whiskers, giving it the appearance of a tarantula, but as a favorite the Skye terrier will probably outrank it.

Ranking close to the Mildred War in its claim for popularity as a decided novelty is the Waldeck-Rousseau, another ragged variety with a large single center. The upper surface of long reflex petals, which give a slight upward curl at the extreme tip, is bright maroon, a shade or two lighter than the maroon of the star. The under surface is a light gold, the contrast being most striking and giving the flower a brilliant variation. Paderewski's hair is in the background, in comparison to the length of these petals and the quantity

angles at which they grow. The bloom is unusual in appearance, and despite its peculiar features is pretty.

Among the yellow glories the Etienne Bonford attracts attention as one of the most beautiful varieties ever seen. The long petals are incurved, the inner surface of a delicate pinkish tinge sending

The Japanese Doctor is another rare specimen of the light yellow which has

a soft rosy glow from the inside of the great pale gold ball. It appears to be illuminated, and its size and general bearing is perfectly regal and well entitled to the appellation of King of chrysanthemums.

The Japanese Doctor is another rare specimen of the light yellow which has

silver lined petals which do not incurve like the Waldeck-Rousseau. The silver and gold combination is rarely beautiful. The Nellie Pocket is a very pale yellow—almost a cream, and has long florets which curve at the tips. The Colonel Appleton is not a new variety, but it is one of the most royal beauties among the yellows

and is considered by florists as one of the best. It is incurved and compact, the bloom growing to immense size before it is fully open. The Golden Eye is one of deepest canary, with outcurving petals, and a variety which has the aristocrat stamped all over it. The whites are many this year, and it is hard to distinguish the most beautiful among the galaxy of floral queens. Perhaps the competition is keenest between the Alice Byron—an immense variety of the Chinese family, whose giant bloom, incurving petals looks like a ball of snowiest fleece; and the Convention Hall.



SAUS ANIMALS HAVE MARRIAGE TIES

Mankind Has No Monopoly on Conjugal Fidelity, Writes Dr. Woods Hutchinison.

"ANIMAL Marriage," is the title of an article by Dr. Woods Hutchinison, in the Contemporary Review, and "to many my title will appear an absurdity," says the author. "But any one who doubts the existence, or even the sanctity, of a marriage tie among animals doesn't know many animals well. We have no more a monopoly of conjugal fidelity than we have of any of the other virtues. Here, elsewhere, the more closely we study animals the less we feel disposed to boast of our 'superiority.' Some of us may even find ourselves in the position of the newly converted Chinese chief, who, when told by the missionary that he must become a Christian to 'live a Christian life, exclaimed: 'White man only one wife, all life long? How disgusting! Just like Wandering monkeys!'"

After defining marriage as "the union of the sexes for a term and under such conditions as will result in the production and survival of the largest number of most effective offspring, in each particular species, climate and grade of civilization," Dr. Hutchinison goes on to trace "marriage" from its earliest stages of bisexual reproduction up to the union of the sexes for a definite period, with a certain degree of parental care and responsibility for the young. Here he glances over the conditions that control the further development of conjugal relations.

The first fact, which stands out clearly, is that while all forms of union are to be found among birds and animals, an overwhelmingly large majority of these monogamous animals well aware that this statement will be received with a good deal of incredulity, as the impression appears to prevail, in most of our literate and cultivated circles, that polygamy or polygyny is the prevailing form. It is only an account for this impression by the fact that most of our domestic animals are, as a rule, polygamous, or even, as in the case of the dog, promiscuous. How much of this looseness of morals is due to their association with man, or the changed conditions under which they are placed, I shall not attempt to say. But it is precisely this free intermixing and recklessness of mating that has had more to do with determining the question what animals were capable of domestication, than almost any other. The power to breed freely and under all circumstances in captivity is, in my judgment, the most important single qualification for domestication. How few animals possess this quality is clearly shown by the exceedingly small number of species which have ever been, taking the whole world over, brought into really domestic relations with man. The fingers of the two hands would almost cover them. It is no way because they are fiercer, or more intelligent, or stronger beasts of burden, or have better flesh, or fatten more readily or state climatic changes better. The thing which alone has prevented the domestication of magnificent forms like the stork,

and that cuckoo are probably polyandrous. Naturally, therefore, one female, receiving the attentions of half a dozen males, would have no time to waste on such an exceedingly tiresome occupation as nest-building, nor would any of the gay gentlemen be likely to assist her in such a laborious task. But here again we have such an obvious parallel to the alleged state of affairs in the higher circles of fashionable society that I almost hesitate to allude to it."

After referring to the lifelong monogamists of the bird families, such as the dove and certain parrots, Dr. Hutchinison reaches primitive man, "standing in his newly acquired, erect position upon the threshold of ancient experience," and asks "toward what form of conjugal union will his ancestral experience, hitherto acquired, lead him?" With the following answer the article is concluded:

It seems to me there can be only one monogamy, of a high type. Important as is the part played by polygamy in the development of the animal world, it has never been practiced by any of the forms which are generally believed to have come in the line of the descent of man, and forms in the line of the descent of his family tree, or instincts. To trace it rapidly backward, the anthropoid apes are monogamous to a high degree, probably for life; the monkeys are also monogamous, but in a relation of less duration; as also the lemurs. The insectivores, to whom our next link was probably near allied, although occasionally approaching to promiscuity, were never polyandrous. The same is true of our mammalian and monotreme ancestors; while, of course, neither the labyrinthine nor the cephalopods, who came next in the line of descent, are capable of such a development. So that I think we should be perfectly safe in saying that primitive man, although with certain promiscuous proclivities in his blood, was decidedly, by age-long training, disposed toward monogamy of a rather high type."

The conclusions reached by Dr. Hutchinison appear to afford opportunity for a supplementary article by C. E. S. Wood on "Animal Divorcement."

Ici on Parle Anglaise.

I'd never been in France before
Or heard the natives speak,
And so I thought I'd run across
And spend a few weeks.
I saw a Frenchman standing near
On landing at the dock,
"Quelle heure est il, monsieur?" I asked,
He answered: "Five o'clock."
Down in the Bois I found a crowd,
Collected in a basket to afford,
I asked them: "Qu'est que c'est que ça?"
They told me: "Football match."
They're "cricket records," "tennis," "golf"
And "rowing," "turf" and "hockey,"
"Paddock" and "bookmakers" and "bits,"
The "trainer" and the "jockey."
And after staying just a week—
I'm coming home to-day,
The only words of French I've learned
Are "bit" and "table d'hôte."