

ADVANCE HINTS IN SPRING FASHIONS INTEREST FAITHFUL FOLLOWERS OF EVER-CHANGING MODES

Latest Decrees in Bonnets, Coiffure, Gowns, Shirtwaists, Tailored Suit and Other Important Accessories to Milady's Makeup Shown in Pictures.



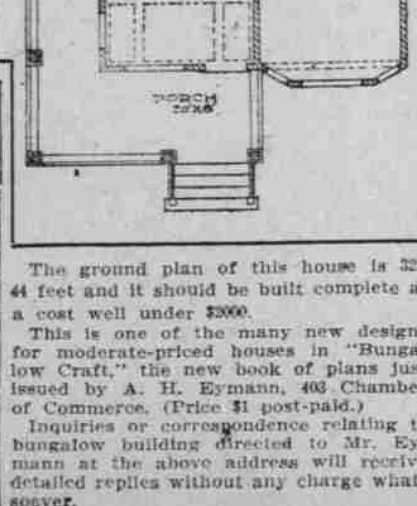
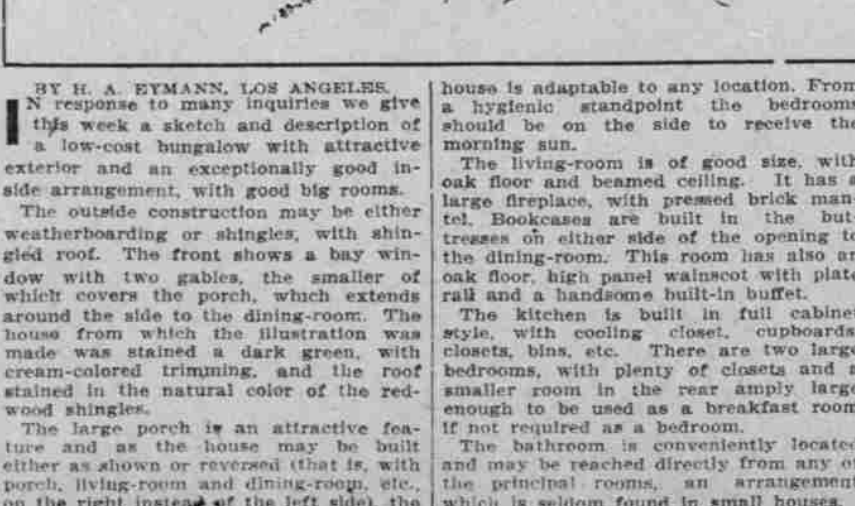
That crowning Winter is all but gone and blithe Spring close upon us we are reminded by the many buttons which in long rows, decked our warm suits of heavy serge or broadcloth, also by the daring appearance, on bright afternoons and balmy evenings, at the theater, of "advance styles" in new Spring bonnets.

No. 5 shows a design of one of the new necks, of cloth-of-silver, silver lace embroidered with jewels, and jewel studings. The silken rose, underneath these two sketches, has a jeweled center and is of the new Capri blue tone; it is intended to wear with an evening gown or fancy bodice.

While the long lines and clinging styles of the directoire and "period" gowns are still to be in evidence in the Spring frocks, we are informed that the

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A LOW PRICED BUNGALOW WITH AN EXCELLENT ROOM ARRANGEMENT



BY H. A. EYMANN, LOS ANGELES. In response to many inquiries we give this week a sketch and description of a low-cost bungalow with attractive exterior and an exceptionally good inside arrangement, with good big rooms.

The ground plan of this house is 22x44 feet and it should be built complete at a cost well under \$3000.

name is to be changed and we will have a not very dissimilar model under the name of the "new princess." One of these being shown in a beautiful creation of Capri blue, with piping and button-coverings of a darker tone, sketched in No. 8.

Salesgirls Who Steadily Rise

"I OFTEN wonder," said a clever gray-haired woman who has risen to the position of superintendent in one of the department stores of New York, to a reporter, "if the crowds of busy shoppers and frivolous persons who are only killing time, have even the faintest notion of the innumerable good qualities which every efficient saleswoman must possess."

"We have many bright, clever saleswomen whose books show their wonderful ability in selling goods, their steady advance from the lowest positions through sheer pluck and industry, for nothing else pushes a sales clerk along. Every business firm knows the value of the woman who can sell goods, attract and hold customers, introduce new things, push certain stocks, etc., and department stores accord rapid advancement to the clever saleswoman. She is encouraged in other ways, too. Credit accounts are extended to some, and when the young woman really makes good in selling expensive garments like furs, costumes and evening wraps she often gets a couple of good wages a year as a present from the firm."

"Buyers get trips to Europe, and no one can say, as formerly, that the work of a saleswoman offers no chance for the future. Certainly it should bring good rewards, for it is a trying place, especially before a young woman has acquired the poise and confidence which enable her to curb her temper and remain silent in the face of rude and sometimes ignorant shoppers."

"The saleswomen have grown to be distinguished by well arranged hair, well cared for skin and very graceful coiffures. These items all help in their advancement and procure them places in desirable departments. A store is made much more attractive by pretty, cheerful looking girls with graceful coiffures. They are obliged to wear black frocks to prevent a clash of color, so to gain a stylish appearance they dress the hair according to the mode and indulge in a bit of lace or a string of beads or a chain."

"To arrange that pretty coiffure and those little details of dress a girl must often rise and get ready for her journey to the store by daylight. Sometimes it is in a cold room and she must slight her breakfast."

"There are certain standards as to neatness, well brushed hair, cared for hands and tidy clothing, which exist among the girls behind the counter that would amaze many of the badly groomed women who treat the girls as inferiors. No girl could hold her place among the others who was not minutely careful of her appearance. There has grown up a certain rivalry which changes a girl who begins the work with a dull complexion and badly dressed hair into a beauty in a month or so."

"Many of the saleswomen have to spend their Sundays washing and doing up the little lace collars and cuffs that they must change so often during the week. I happen to know that a few of them in this store have curtailed their luncheon money in order to indulge in a syndicated beauty treatment at the hands of a friend who has gone into the business and who gives them a reduced rate for scalp and skin treatment, manicuring, etc., on Sunday."

"All this means self-denial and fewer hours in bed. These girls must have the more important virtues, tact, infinite patience and courtesy and be blind to the unpleasant remarks of hasty shoppers. Sometimes a floor manager who has a very disagreeable way of enforcing discipline, but that is not allowed in this store, at all events."

CUTICURA For All Afflicted With



ECZEMA

The agonizing itching and burning of the skin, as in eczema; the frightful scaling, as in psoriasis; the loss of hair and crusting of the scalp, as in scalded head; the facial disfigurement, as in pimples and ringworm; the awful suffering of infants and the anxiety of worn-out parents, as in milk-crust, tetter and salt-rheum—all demand a remedy of unrivaled virtues to successfully cope with them.

Complete External and Internal Treatment for Every Humor of Infants, Children and Adults, consists of Cuticura Soap (25c.) to Cleanse the Skin, Cuticura Ointment (50c.) to Heal the Skin and Cuticura Resolvent (50c.), or in the form of Chocolate Coated Pills, 25c. per vial of 60) to Purify the Blood. Sold throughout the world. Depots: London, 27, Charterhouse St.; Paris, 5, Rue de la Paix; Australia, R. Towns & Co., Sydney; India, B. K. Paul, Calcutta. Potter Drug & Chem. Corp., Sole Props., 131 Columbus Ave., Boston.

while, fancying that she had grown too proud to come and see her old-time friends. Then we heard she had a cottage somewhere in the country and two children, and one day when she came to make a purchase she had them with her.

"She did not look very well or happy, and was not so bright and pretty as in her shop days, but the children were little dears and were finely dressed, so we thought that like all mothers she was sacrificing herself for her little ones. It seemed too bad, for she had always been a bright, engaging personality, remarkable for her charm and style."

"The next thing there was a scandal in the papers and we learned that her husband had deserted her and run off with another woman. She gave the children to relatives and finally came back looking for work."

"Now it never occurred to us that she would deteriorate. Her character had been so fine and her cleverness as a business woman so pronounced that we made a place for her at once. It was pitiful to realize the change that had taken place in her."

"One might expect her to be quiet and a bit sad after such an experience, but she had become morose, careless in dress, unpleasant to those about her, with an air of being above her employment. She never approached her old standards, and when spoken to she was cross and tearful. We changed her about in different departments and finally we were forced to let her go. She was utterly gone as to principle, and drifted away from her home and friends and children."

"Owing to our experience with similar cases we never encourage the return of the old sales clerk who has left us to be married, for we find her a different person altogether. It seems as though the enthusiasm was gone and a bitter doubt, which feeling has taken the place of effort and life."

"Marriage improves our men clerks, and we are always inclined to take a married man in preference to a bachelor. There is no doubt that it makes many women very idle in their habits and that they let go more in matters of dress and appearance."

"Many of our saleswomen make very fine marriages, I am glad to say, and become our charge customers—a few of them. Life in a big shop knocks the romance out of their minds and they seem to appreciate what a good marriage means to a girl, so they choose well."

"Our girls are not chickens by any means, you know. They are in the important positions, all over 25, and some of them are 35 and over. The younger girls are in the notions, at bargain counters and in charge of stocks that do not aggregate so much in money in the sales; but they speedily begin to show what they are made of and chances are given them to rise."

QUARTER-YEAR RENT FREE

French Landlord Devises Scheme to Keep Flats Occupied. PARIS, Feb. 20.—(Special.)—An ingenious houseowner in Nice has found an infallible method of keeping his houses let. He owns a number of them, and once every year, on Twelfth-day, or, as Frenchmen call it, the Day of the Kings, he makes three of his tenants a right royal gift. A meeting of them all is held and every tenant draws a lot. Three of these lots are marked, and those who draw the three marked papers have no rent to pay for the first quarter in the year. There is nothing a Frenchman loves so much as getting something which he ought to pay, and flats in these houses are snapped up as soon as they fall vacant.

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