

A \$40 A WEEK TRAIN FOR A \$6 JOB



Mrs. Mary Austin.

CAN a woman make a happy home for herself and husband if she labors outside?

Should she increase her husband's income by becoming a wage earner or should she save it by dispensing with a servant?

Is it not an economic waste to compel a woman with a \$40-a-week train to spend her time and efforts in a \$6-a-week job?

All these are questions that have been discussed and rediscussed from every possible angle during the past score of years, and yet no sufficient answer has ever been made to them, although hosts of able arguments have been advanced on both sides of the problem. Whether a happy and contented home is compatible with business success on the woman's part, or vice versa, are still moot questions, which apparently must be decided purely on the individual case and for which no general rules may be laid down.

Of course the very fact that the question has repeatedly come up for discussion argues that the wage-earning wife has scored a point and a big one. Fifty years ago she could not have been upheld or opposed, because as an economic factor she did not exist. Yet today she plays an important part in the social and commercial life of every community and the efforts of

Mrs. Theodore Roberts, Mrs. John Martin and others frighten the married woman back into her own front yard as futile as the fabled commands of King Canute to the advancing ocean.

The feminine element in the country's business life steadily increases in numbers and efficiency. More women every year become economically independent and when the question of marriage enters into their calculations not easily are they persuaded to renounce the privileges and liberties enjoyed through their association with commercial life.

Mrs. Austin Give Views.

ONE of the latest to take up the cudgels in behalf of the wage-earning wife is Mrs. Mary Austin, playwright, novelist, suffragist and student of the psychology of womanhood. Mrs. Austin is a progressive of the progressives and an ardent ally of the "municipal matrimonial bureau," an institution that will be designed to assist young folk to meet a sufficient number of desirable members of the opposite sex in order to enable them to exercise a wider choice in selecting a life partner.

According to Mrs. Austin's ideas the average young girl does not have an adequate opportunity to meet enough desirable and eligible young men, and this dearth the "municipal matrimonial

bureau" as it is planned, will offset. Moreover, Mrs. Austin firmly believes that a wife should be permitted to earn her share of the family's income, and to do it without danger of discord or misunderstanding in the conduct of her household affairs.

"To me it seems such a dreadful waste," declared Mrs. Austin, "for a woman to spend all her time and thought and energy in cooking and cleaning for one man. The better cook and housekeeper the woman is the greater the waste, viewed economically at least, because she possesses a quality of intelligence worthy of a better cause. It is an economic tragedy and ridiculous extravagance to assign a \$40-a-week brain to a \$6-a-week job.

"All this talk of 'the preservation of the home' and the declaration that a woman cannot be a good wife and mother and at the same time hold a position in commercial life is, to my mind, simply balderdash. At the same time the home today must come in for very serious criticism, not because it has been too much changed by the modern spirit, but because it hasn't been changed enough.

Home Has Not Advanced.

"As a matter of fact, the home has not advanced with the progress of affairs, nor kept pace with the re-

"A Married Woman Should Either Have a Regular Allowance From Her Husband or Be Permitted to Earn Her Own Money," Says Mrs. Mary Austin.—"And a Woman Who Devotes All Her Skill to One Man Represents Economic Waste; the Better Housekeeper She Is the Greater Being the Waste."

quirements of modern life. As an institution it has been deposited in a sort of backwater, hopelessly behind the real current of affairs.

"A hundred years ago the home was the center of all our activity. It was the nucleus around which our daily lives were molded. That cannot be said any longer. Today the home is little more than a place of retreat, with none of the attributes which we were wont anciently to assign to it.

"We do everything away from home nowadays. When we are ill we are sent away from home. When we want especially good things to eat we go away from home. When we are tired out we take a vacation—away from home. When we want to be amused and entertained we go to the theater or the moving pictures or the circus—anywhere away from home.

"At present its chief function seems to be a place to go when one can go nowhere else—an address where mail can be delivered, that's all. And the reason for this is that with the increase of education has come a wider understanding of life, a demand for such things as the homes of our ancestors did not provide and which no effort has been made to install in our homes today.

"In times past women were not permitted the privilege of thinking for themselves; they were compelled to content themselves with a knowledge of those things that had directly to do with the household.

"Certainly no woman of today should be compelled to confine her efforts to the limitations of the modern home, where the only path open to her is a monotonous round from one bit of household drudgery to another.

Opponents' Argument Absurd.

"OF COURSE I recognize that one of the chief arguments of the anti-feminists who oppose the entrance of wage-earning wives into our industrial and commercial life is that the home has become a barren place by reason of the fact that it has been deserted by its women. But that is simply absurd. The condition is the re-



sult of a big, general movement going on all over the world, which is making the community rather than the home the center of human affairs.

"We are learning the value of co-operation; that people can be better fed, better amused, better nursed in groups than in individual families.

"There is one exception. So far nothing has been discovered equal to the home for the rearing of children. To that function and to rest, I believe, our homes should be dedicated. They should be quiet, restful places to come back to for the wife as well as the husband.

"By this I do not mean to say that the wife should be compelled to work outside the home. She should do so only when her inclination lies that way. But I would have every encouragement offered her to do so, especially if she has no children.

"I believe absolutely in the economic independence of women, whether married or single. Of course, if a woman prefers to cook and keep house because she has a liking or natural aptitude for that sort of work naturally she will stay at home. But I maintain that the devotion of all her skill to one man represents economic waste. And if she is to stay in the home, then she should be entitled to receive regular wages from her husband.

"The wife who is not earning any money and who has no regular allowance has no true incentive for economy. It is, indeed, practically impossible for her, since she does not know the extent of her resources. I believe that a healthy young couple can get along even in a city like New York on as little as \$15 a week if the money is fairly apportioned between them.

Country Offers Advantages.

"THERE is another expedient for living on a small income which seems to me worthy of wider adoption. It is simply to leave the big city and live in the small town or the country. Money will go so much further, and for people free from the city crowd life will be so much broader and happier.

"The social advantages alone are sufficient to make the change worth while. I do not think a large family of children ought to be brought up in the city on a small income.

"I am a firm believer in marriage for young people if both the girl and the man are given a sufficiently wide field of choice. One of the difficulties in the way of the happy marriage is

LIFE THROUGH THE EYES OF HAMMERSTEIN

A Remarkable Story of a Remarkable Man

BY ALGERNON ST. JOHN BRENON



HAMMERSTEIN'S SENTENCES ON LIFE.

The greatest thing in life is to find some work which can be undertaken and carried out with joy and delight.

Some men are crushed by failure because of the weakness in themselves. There is neither disgrace nor real power in failure. No one should be discouraged by it. The strongest and best men have failed, and not because of want of purpose, energy or character.

Remember this—a man must have faith in himself. In a sense he must be his own most appreciative and eulogistic critic. For if he does not do it for himself no one will trouble to do it for him.

My advice is to tell and retell the world what you have done and who you are. Never mind the accusation of bragging. Names and abuse come naturally in the course of life.

Manhood is a struggle, but a struggle of brain against brain, of ability against ability, of will against will, of ambition against ambition—a struggle not without its invigoration and delight.

A FEW days ago I called on Oscar Hammerstein to have a little chat with him on the comedy or tragedy called life. I have known him some years and have seen him from many sides and in many relationships. It is hardly necessary to say that the Hammerstein of the cartoon and of popular imagination is a very different person from the Hammerstein of actuality. I remember, for instance, a vaudeville sketch in which he was represented as saying every few minutes, "Have a cigar?" And the repetition of this question was regarded by the audience as something supremely characteristic.

As a matter of fact, his expansiveness and communicativeness do not take the form of doles of cigars at all. He is rather a distributor of ideas, things which are much rarer and more precious than cigars. Nor are his mind and mouth full of opera and operatic schemes and operatic talk.

The opera is a compartment of his mind, and his mind has many compartments. The opera is a large compartment. It is an important one. But it is not the only one.

There is the real estate compartment. There is the mechanical and composition compartment. There is a

financial and business compartment. There must be, though I have never yet heard Mr. Hammerstein dwell upon the financial side of his artistic undertakings or mention receipts and box office statistics as if they were the gauge of anything or in any way proved anything.

As far as I have personally noticed the mathematics of his opera-house never interested him as much as the world on his stage and the world in his auditorium.

Doesn't Believe in Failure.

That he had a humanity compartment I have long been aware, for in the busiest days of his wonderful second season of opera at the Manhattan Opera House he has often laid aside all affairs which pressed to indulge for a period in a refreshing conversation on men and things, and who is better qualified to talk than he, who has known so many and achieved so much? Although Mr. Hammerstein does not confess to being an optimist, and equally refuses to range himself in the gloomy regiment of pessimists, his career is distinguished by an energetic and astounding hopefulness.

He does not believe in the word "failure." Or if it exists in his vocabulary he would use it to signify a fresh starting point for a new enterprise.

I asked him a few sweeping general questions.

"What do you think of life?" was the first I put to him.

His answer was oblique.

"I read the other day," said he, "that a man had received a sentence of imprisonment for attempting suicide. If the law is justified in inflicting punishment on a man for trying to take his own life, then it should punish every one of us, for most of us are in all probability pursuing a course of conduct that in the end will kill us. Many of us are carrying burdens greater than we should bear."

"I have always refused to carry these burdens. The greatest thing in life is to find some work which can be undertaken and carried out with joy and delight. Men and women would be happier if their parents in the first place would devote themselves to discovering what their children can do and in doing exact.

"The force of circumstances often compels men or women to assume a vocation which is entirely antagonistic to their tastes and abilities. This means that a whole life will run in one dull steady groove, in one long line of drudgery."

"Sometimes it happens that a man escapes from that groove and drudgery by sheer force of will and character, but often he drifts into old age a

mere carrier of burdens, losing each day in providing for the next.

"Congressional work, coupled with good health, conduces to longevity. I believe that it is not the intention of nature to circumscribe a man's life to 70 or 80 years. If he be healthy and happy in his work, if he is carrying no untoward and probably self-inflicted burdens he should live much longer.

"Let me tell you what I mean by burdens.

"Some years ago I bought the piece of land upon which stood the building then called Olympia and now the New York and Criterion theaters. I paid for the piece of land \$1,021,000 and spent upon the building \$1,500,000. This part of New York was then nothing but a residential district and enjoyed none too high a reputation.

"No one believed in it. No one imagined that it had a future. I did. I placed upon it so small a mortgage as \$800,000, thereby depriving myself of the working capital that would be necessary to keep it going until the theatrical activities of New York should have moved, as they have since moved, in that direction.

"I was many years ahead of my time and Olympia was not a success. I found myself burdened with something for which I could do nothing.

"Was I going on year after year weighted down by the responsibility of that heap of stones on a few yards of dirt? No," I said to myself, "I shall not."

"When the New York Life Insurance Company purchased the building I felt neither humiliated nor defeated. I let Olympia go. I was not vexed by pang or regret. I went to the auction sale. I saw the property sold at a preposterously small price. I used a vigorous and intelligent word. The vigorous and intelligent word was my epitaph on the tomb of Olympia and of my hopes.

"Some men are crushed by failure because of some weakness in themselves. There is no disgrace or real power in failure. No one should be dismayed by it. The strongest and best men have failed, and not because of want of purpose, energy or character.

"Now I am an observer. From my office window in Olympia I had observed the corner of Forty-second street and Broadway, where the Victoria Theater now stands. It was then a collection of stables.

"As I sat at my desk in Olympia I used to wonder why so valuable a lot should remain unimproved.

"Mind you, at this time I had no money left. But with my burden off my back—the burden that I might have carried until I was aged and enervated by it—I was free to move again.

"I made inquiries. I found that the

property was in court. The heirs could not agree. I went from one interested party to the other over three or four stages. I got them together, and it was finally agreed to refer me for conclusive action to a man in Albany.

"I went to see him; he asked me what my business with him might be. I explained. In the middle of the explanation he stopped me, saying, 'What did you say your name was?'

"'Hammerstein,' I replied.

"'Yes, but your first name?'

"'Oscar,' I answered.

"'Oscar Hammerstein,' said he, 'once the owner of Olympia?'

"I confessed that his inference was correct.

"'I cannot,' said he decisively, 'deal with a man who is irresponsible.' 'I am financially irresponsible,' said I, 'but not mentally or morally. Hear me!'

"In 20 minutes we were out lunching together. Very shortly afterward I secured a lease of the ground of the Victoria Music Hall, and without the expenditure of a dollar. I had none to expend.

"I was secure, the building of the theater was easy. What, in view of such a story as this, is failure?'

Profit Out of Disaster.

"I was at one time editor of the American Tobacco Journal. My editorial offices were in a building on Burlington Slip. I came down to my day's work one morning to find that one of my employes had been careless enough to leave a tap flowing the whole night.

"The water had deluged the stock of a tobacco importer on the floor beneath me. He came to see me, and, stating the amount of damage, asked for my check for \$1000.

"There was nothing to dispute, nothing to argue. His estimate of the damage was fair. I paid him the money.

"Then I began to think. A similar accident might easily happen again tomorrow. I asked him if the money after that, or on all three days. How could I prevent it?'

"I set my brains to work. I devised a plan. I sent for a plumber. His name was Campbell. I asked him to replace the pipe that fed the house with water so that it passed the front door.

"He asked me why. I replied that my reason was not material to him at that moment. Then I went out to Fulton street.

"The street in those days was much affected by hardware dealers. I bought what is called a church lock; that is to say, a lock with a long protruding bit. My idea was that the water pipe should be so connected with the lock of the front door that when the janitor shut the door at night he also shut off the supply of water from the interior building.

"The bolt of the lock was connected with a stop-cock in the water pipe.

"Campbell, who did the work for me, was struck with the idea, and then there offered me \$1500 for the right to patent. Within a few hours after the accident I had profited by it to the extent of \$500.

Record as an Inventor.

"Let us talk a little more about what men term failure. You know that I am an inventor. The records of the United States Patent Office show more than 107 patents to my credit.

"One of these, I am justified in saying, has revolutionized the cigar business. It is a machine for making cigars by air suction. When I had completed this invention I called some of the great cigar manufacturers together.

"They listened and then laughed at