

WHAT EVERY WOMAN WANTS TO KNOW—THINGS THAT INTEREST MAID AND MATRON

ELLEN ADAIR SEES NEW SIDE OF LIFE IN LODGING HOUSE

She Meditates Upon the Strange Breakfast Atmosphere So Prevalent in Many Boarding Places

Life in a lodging house is very strange. To me, it seems as if it were a stage, and "all the men and women merely players."

The breakfast table is the testing place. I think the purest gold alone comes chastened from its fire.

The stray young man who sits upon my right at these heart-breaking feasts was born to be the fighter of a losing cause.

This gentle lady sits right opposite, and to the casual eye would seem a timid, frightened, shrinking soul.

The weaker side. I feel quite sorry for the stray young man—the weaker side must always rouse my sympathy.

"Good morning, Miss Adair," says she, "good morning, Mr. Simpkins. Oh, how well and strong you two young people look!"

The gallant Mr. Simpkins eyes her with a furious eye. "I guess I'll have to do without my morning egg," he says.

New England's Spinster giggles cooly, while she says to Mr. Simpkins: "I don't think you're sensible!"

"Come, come now, Mr. Simpkins," cries the timid man upon the right.

"This was the most unkindest cut of all," she says, "I guess you'd better fast for a whole week!"

In value, the last piece of wilted toast is but a poor thing, and resultant dentists' bills would outweigh the trivial nourishment it might contain.

The Old Gentleman, whose bluntness is regarded as "so sweet," says "refreshing" around the dinner table in the evening.

The Pretty Girl, who is solelessly in a large department store, is not just quite so pretty at the breakfast table.

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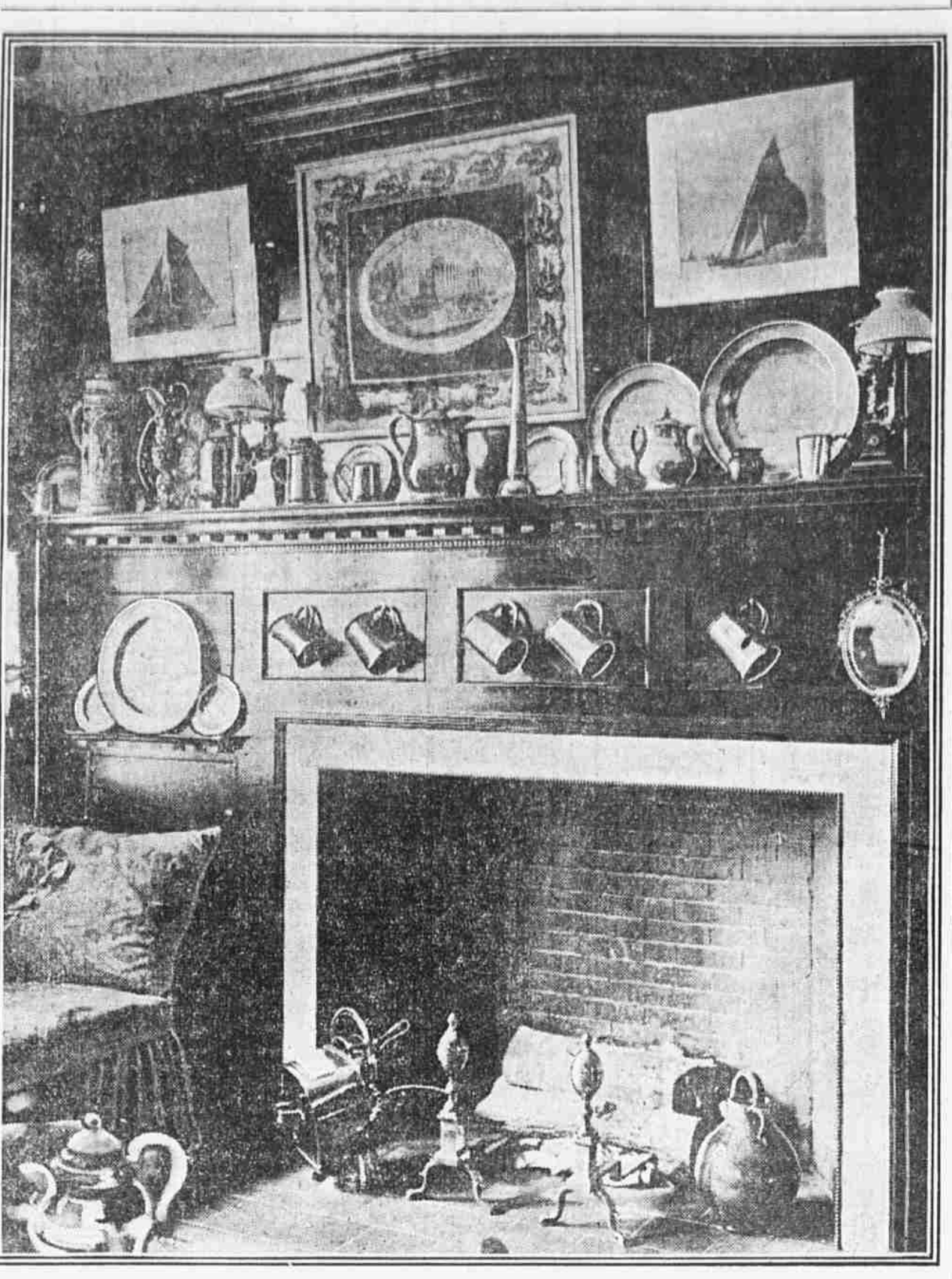
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HINTS TOWARD THE HOME BEAUTIFUL



A FIRE-PLACE EQUIPPED IN VERY BAD TASTE

WAYS OF A MAN AND HOW THEY IMPRESS THE GIRL

Types Which Make Appeal to Varying Feminine Temperaments.

In such little matters as character-analysis, and the mental summing-up of another's personality, the mind of a woman is too often looked upon as just a broken reed.

While quite admitting that many women show a strange lack of perceptibility regarding the ways and doings of the opposite sex, it is unfair to judge the majority by the few.

The varied qualities that women will admire in men are like unto the sands of the seashore for number.

The bragging, boastful qualities that her Edwin frequently displays may make his little Angelina love him all the more.

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HERE YOU SEE WHAT NOT TO DO WITH YOUR FIREPLACE

Incongruous Arrangements That Stir the Wonder of Judicious Minds.

Here is a striking example of what not to do with a fireplace. One wonders why the hand-mirror is hung beside the fireplace, and also why the water-jug stands on the hearth.

Where the fire usually is, was placed a frame of butter-dishes, can you imagine the effect? In all the jumble of ornaments in this much-bused corner, with care one can discern some fine, old pewter and old china, all utterly lost in the confusion—even the seat beside the fire is made uncomfortable by the plates so arranged that one must sit bolt upright in order to save the ornaments.

The fireplace does not look as if ever used and what a contrast it is to the last fireplace picture. These large logs, with a little paper underneath, probably blaze for a few minutes, then smoulder. No fire pictures possible here in this ashless fireplace.

There is a clever device on the market, however, to do those who will not brave the ashes. A rather attractive brass receptacle, which holds kerosene oil, in which an absorbent stone with a wire handle stands. By placing the stone under the logs and lighting it, a bright blaze continues for about fifteen minutes.

It is an excellent lighter, but great care must be exercised with it, and, naturally, one must not put the stone, while hot, back into its kerosene bath. The only interesting feature about it is to see how many ornaments one can discover.

A COCKNEY STORY. A lady recently selecting a hat at a milliner's, asked, cautiously: "Is there anything about these feathers that might bring me into trouble with the Bird Protection Society?"

"Oh, no, madam," said the milliner. "But did they not belong to some bird?" persisted the lady.

"Well, madam," returned the milliner, pleasantly, "these feathers are the feathers of a owl, and the owl, you know, madam, seen 'as 'ow from 'is 'is of mice, is more of a cat than a bird."

A WORD OF ADVICE. A lady complained to her milkman of the quality of milk he sold her.

"Well, mum," said the milkman, "the cows don't get enough grass these days 'cause of 'em cryin'—regular cryin'—mum—because they feel as how their milk don't do 'em credit. Don't you believe it, mum?"

"Oh, yes, I believe it," responded his customer; "but I wish in future you'd see that they don't drop their tears into our can."

HE WANTED PEACE. An old Scotch farmer, who had been benched all his life, was about to die. His wife felt it her duty to offer him such consolation as she might, and said: "Handy, you are about to go, but I will follow you."

"I suppose so, Jean," said the old man weakly. "But, so far as I am concerned, you needna be any extraordinary hurry about it."

WOMAN SEES THE WORLD IN EARNING \$5000 A YEAR

Originated an Advertising Scheme That Brought Wealth to Firm.

There are many "outside" saleswomen who "cover" the city or town in which they reside, but there are comparatively few whose territory lies all over the United States or some large area of it.

She is a bachelor-woman, far from the old-maid type, though she acknowledges 36 summers and has lost track of the winters. Quick to think, decisive in action, a thorough business woman, yet she has a charming personality, good looks and realizes the value of good clothes. One feels her alert mind even before she speaks.

This woman represents a corset firm, knows the business from A to Z, having risen from saleswoman to buyer before she asked to be sent out on the road. Her desire to see the world led to this change. How many women tied to counters or desks long for the broadening experience of travel! How few without this wanderlust! Yet most lack initiative to cut out the knots that tie them to a narrow destiny and therefore fail to shape their lives as they would have them. The world was her oyster and she dared to open it.

She has seen the orange groves of Florida and California, the rocky coast of Maine, the Great Lakes and the Rocky Mountains, the Canyon of the Colorado, the redwoods of the Yosemite and the wonders of the Garden of the Gods. Last year she proposed a trip to the great cities of Canada, and made so great a success of it that she was scheduled to go abroad next fall on the heels of a broad advertising campaign in England, Germany and France.

Her firm has the greatest admiration for her business sense. She was the originator of a world-wide scheme of advertising that has made the name of her firm's corsets and brassieres a household word. This woman draws a salary of \$500 a year and commissions which more than equal this amount. Recently she was allowed to invest in a few shares of the firm's stock.

PERSISTENCY. "Miss Smith, will you be mine?" "Never."

The young man was jarred, but not wholly discouraged. Presently he came back in this fashion: "Well, will you let me be yours?"

DISAPPOINTED HOPES. New Boarder—How's the fare here? Old Boarder—Well, we have a chicken every morning. New Boarder—That's first-rate. How is it? Old Boarder—In the shell.

MR. CONSUMER, it's to your advantage to buy your coal NOW. We handle only the Best Coal.

Our auto trucks deliver north of Market street east of 30th street. Egg, \$7.00. Stove, \$7.25. Chestnut, \$7.50. Large Round Pea, \$5.50.

2240 LBS. TO EVERY TON. Owen Letter's Sons. Largest Coal Yard in Philadelphia. Trenton Ave. & Westmoreland St.

PLUSH FOR MUFFS AND HATS HOLDS ENVIABLE PLACE

Material Has Forced Its Way to Favor Through the Ranks of Velvet, Silk and Satin.

We have become accustomed to the muff that is embellished by ruffles, velvet, satin or chiffon. The muff that is made by combining pelts of different kinds is no novelty to us.

As to size, it has dwindled from the huge affair carried by the ladies that Romney loved to paint, to the diminutive one, hardly large enough to hold the hands of the mid-Victorian ladies.

It expanded again to generous proportions, but on very different lines. For the shape, too, keeps tally with the other changes, and it is oval, round or flat, according to its epoch.

Now, presented for our consideration is a muff so hard and round that it looks as if it had been removed bodily from the end of an upholstered couch, of which it was naturally a component part.

The muff of plush, such as the illustration shows, is without the collar or stole, designed, as a rule, to accompany it.

Instead, there is a toque that is covered with plush of the same color as that used for the muff to complete the outfit.

Among the novelties of dress introduced every season, there are always models that lend themselves particularly well to reproduction of an unprofessional kind.

Plush has forced its way through the ranks of velvet, silk and satin, and occupies an enviable position in the fashion field.

It is used extensively for elaborate gowns for social occasions, for handsome wraps and hats in black and in colors.

The muff and hat of plush shown today could be copied for very little money, for what would seem almost like a nominal sum in comparison with the cost of furs.

For although plush of the quality now manufactured is one of the very expensive materials, it is so wide that only a fraction of a yard would be needed for both hat and muff.

There are frames of hats to be bought of almost any shape and size, and muffs all ready for the covering.

In a bright color the muff and toque would be very attractive as an offset to a dark coat or suit.

The reaction from the almost tropical display of colors set in some time ago. There is color in plenty, but of a softer tone, and it is not splashed about with an over-lavish hand.

There is an age, however, that always justifies gay colors and for which they are appropriate, regardless of the ebb and flow of fashion.

To the schoolgirl or the college girl the hat and muff pictured should make an especial appeal.

Plush of the most becoming color could be chosen. It would be rather more youthful than furs, and would furnish a substitute for furs and would add the always desired variety to the wardrobe.

A SAVING CONSOLATION. "I should think that sometimes you sailors get dreadfully homesick," remarked the sweet young thing to the first officer of the Bright Star boat Quadratic.

The experienced seaman pondered and shook his head. "Well, not so much as you'd think," he replied, after a pause. "You see, we're never at home long enough."

UNFORTUNATE! He-of course, dear, I'll be back from the office in time for the opera; but in case it should turn out to be impossible, I'll send you a note.

She—That's not necessary. It's just dropped out of your overcoat pocket.

GOOD STARCH RECIPE. In order to insure a good gloss on starched collars, first mix the starch with cold water, add a tiny lump of butter about the size of a small marble, then pour on the boiling water.

A SCOTCH RECRUITING TALE. Medical officer—Sorry, I must reject on account of your teeth.

Would-be recruit—Mean, ye're making a grand mistake. I'm no wanting to bite the Germans; I'm wanting to shoot 'em.



NOVELTY MUFF AND TOQUE OF PLUSH

ACROSS THE COUNTER

Fur enters largely into the fashion scheme of the hour. Ball gowns and negligees, diaphanous frocks of chiffon and the substantial tailleur and trottier of cloth show signs of the times, for it is used quite as often for one as another.

As a trimming at throat and wrist, fur is no novelty. But new grades of fur appear, tunics are edged with it, hats both as to crown and brim depend on it for decoration and even boots are topped with it.

Monkey fur, which has been used this season by the famous milliners and modistes, costs \$1 a yard in the half-inch width and \$2 when it is inch wide.

Fitch, which is reckoned among the best in regard to style, costs \$3.50 a yard inch wide and \$2 in the two-inch width.

Skunk is very good style, too, and is used in many attractive ways. Its richness of tone makes it especially good as an edging for decolletages.

One-half inch in width it costs \$2.50 a yard, and one inch wide it sells for \$4.50.

This, of course, is the measure of the pelt itself. In appearance these furs have at least twice the measured widths.

Civet fur, which is also one of the popular furs of the season, comes in the inch width at \$3.25 a yard.

Beaver fur never goes altogether out of style, but there are seasons when it is worn almost exclusively by children.

It is seen at present on women's clothes and can be bought for \$4.25 in the inch width.

Black fox is a fur that always has its devotees, and in the inch width, which looks three inches wide, because the long hairs spread out in both sides, is valued at \$2 a yard.

Ermine, the royal fur, is for those who can pay royal prices. In the one inch width it costs \$5 and \$5.50 a yard.

Be it said in its favor, however, that it can be worn for a lifetime and passed on to another generation, and the yellow tinge that comes with the years adds immensely to its beauty.

TOO LITERAL. "What are you doing in the pantry?" asked the landlady of a visitor who had been complaining of small meals.

"Oh, I'm just putting a few things away," replied the visitor.

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COTTON USED FOR SCREENS

Method Results in Improved Ventilation for Schoolrooms.

Screens of unbleached cotton instead of glass have been used recently in schoolrooms, declares Popular Mechanics, and with entire success.

The doors and windows of the room are first closed and warm air blown into the room before the pupils arrive. While the school is in session the windows are open wide and the cotton cloth screens substituted.

The cold fresh air from outside filters through the cloth slowly, so that it is warmed and circulated properly by the warm air of the room.

The cotton, not being so good a conductor as glass, does not permit the interior heat to radiate out. The humidity of the air thus ventilated remains about the same as that of the outside air, but the amount of dust found in the school-room air is shown by test to be about one-third less than that in air ventilated in the ordinary way, and as long as the cotton is kept reasonably clean the lighting effects are good.

The simplicity and cheapness of the cotton screens make them available for any school. It sounds well, and the account as detailed speaks of the success of the experiment. Thus may be solved the difficult problem of ventilating a room where many persons are gathered and at the same time protecting them from undue cold.

OUR NEWEST OFFICE. Germantown & Stenton Aves., Wayne Junction.

Burn Cummings' Coal

When you buy coal think of it as a household necessity you've got to use constantly—through winter's storm and stress—and remember that CUMMINGS' COAL stands either test—Scale or Fire.

Chuted Prices—\$5.50 Big Pea Egg \$7.00, Stove \$7.25, Nut \$7.50

E. J. Cummings 4 Yards: Main Office, 413 N. 13th

Advertisement for Redfern's Corsets. Includes illustration of a woman in a corset and text: 'An Attractive Corset. You do not buy a corset for its looks but for its effect upon your appearance. Redfern Corsets are attractive in themselves, but they possess that far more subtle charm—the fashionable lines that so well set off the simplest frock or most elaborate gown. The leading stores are always pleased to fit a Redfern—because they give perfect satisfaction. Two of the most popular styles this season are: Style 7705, \$5.00; Style 7201, \$4.00. At High-Class Stores. Three to Fifteen Dollars. Redfern's Corsets.'

Correspondence of general interest to women readers will be printed on this page. Such correspondence should be addressed to the Woman's Editor, Evening Ledger.