## BEAUTY, BRAINS, WHICH BETTER FOR SUCCESS? M'LISS INQUIRES

#### Do the Mary Pickfords of This World "Pull Down the Coin" Because of Heaven-Given Pulchritude or Because of Brain?

THE announcement that little Mary Pickford, she of the flossie curls and expressive face, will this year increase her already ample income of \$50,000 to \$150,000 suggests two questions: Is hard work worth while? and which is the more remunerative asset, beauty or brains?

I put these interrogations to ten men and their answers are interesting. Six of them, man-like and pig-like, wanted woman to be compounded of a satisfying admixture, equal parts pulchritude and gray matter. Three of them declared unhesitatingly that a beautiful woman, even though she had the mentality of a anail, was more to be preferred than one with bumps of intellect showing prominently. One lone man held to the theory that a "brainy" woman, as he phrased it, "had the goods" on the "beauty" every time.

But looking at it from the standpoint of capitalization, which pays better in the business world, beauty or brains? I remember when I talked to Mary Pickford at the Bellevue-Stratford, the last time she was in Philadelphia, I went away from the interview wondering how it was possible for her to make such large gobs of money,

Her features are regular, it is true. Her coloring is good. In short her face justifies her reputation as a pretty woman. But I was impressed neither with her personality nor her mentality. And yet I never ask myself, "How can she make all that money?" when I see her on the film. That ocular demonstration answers the question. Tucked away behind that mop of golden hair there

But I know a buyer in a large shop. She makes an enviable salary. Seven teen thousand dollars annually, I have heard. She is not good-looking, albeit she is smart-that is to say, stylishly clothed. But she has brains. She is the match for any man when a big business deal is to be "pulled off." Her firm entrusts her with the spending of thousands of dollars. In a measure she holds their commercial reputation in the hollow of her well-manicured hand, for she buys the things that they sell in one department. And yet it is doubtful if she will ever make \$50,000, much less \$150,000.

I have known attractive women who were private secretaries to "big" men They thought themselves lucky to make \$25 or \$30 a week. I have in mind two beautiful trained nurses, whose medical knowledge almost equals that of a doctor. They work hard. Like the private secretaries they cannot make as much as \$2000 a year! And yet they have brains.

Perhaps my argument isn't logical. Perhaps it isn't a question of heauty or brains, but of the profession that one chooses. But if one pursues this line, it surely could be shown that there are in the moving-picture world women infinitely more beautiful than Mary Pickford who have not her capacity for

What is the answer? And are men sound judges of pulchritude? Do they not often make the mistake of thinking a woman who has charm and personality a beauty and, on the other hand, if they dislike a woman, can they be made to say she is lovely looking, even though she be a Hebe or a Venus de Milo?

At any rate, when I asked the ten men with whom I discussed the subject whom they considered the most beautiful of all nationally prominent women, these were the names I got: The President's wife, Inez Milholland Boissevain, Mary Pickford and Elsie Ferguson!

Whom do you think the most beautiful prominent woman? Why? And which is more to be desired in a woman, beauty or brains? M'LISS. . . .

### Letters to the Editor of the Woman's Page

Address all communications to M'Liss, care of the Evening Ledger. Write on one side of the paper only. Dear M'Liss-In regard to your query in tonight's Evening Ledger as to

who wrote the poem beginning: "I would be true, for there are those who trust me"-

a clipping which I took from the New York Sun some months ago gives the poem and says it was written by the Rev. Howard Arnold Walter, for some time associate pastor with Doctor Twitchell, of the Asylum Hill Congregational Church, in Hartford, Conn. It was printed first under the title, "My Creed," and is said partment for these, which will be highly to have been written by Mr. Walter in Japan on New Year's Day, 1907, as the expression of a personal prayer for the new year.

It came to America in a letter to his mother, and through her found its way into print, appearing in Harper's Bazar in May, 1907. It is said to have found Its way into many hymnals and to have been read around the world.

Hoping this will be of some assistance to you and "School Girl," though doubtless others will give you the same information, I am

Very truly yours, M. C. B. I am also indebted to H. M. T. and B. A. J. for answering this question

for me. Thank you. Dear M'Liss-Could you kindly inform me whether a married woman hold-

ing a Philadelphia Normal School certificate would be allowed to teach at the A TEACHER. continuation schools? Thanking you in advance, I am

A woman whose husband is dead, disabled, or not contributing to her support is eligible to teach in the public schools and, therefore, in the continuation schools, if she holds a Philadelphia Normal School certificate.

Dear M'Liss-In regard to your recent discussion on marrying beneath one brought forward by W. L. George's book, my answer is decided! such a marriage can be happy.

The opinions expressed are not clearly defined in the term used for the word "low" by W. L. George. Does he mean low morally or intellectually or financially? Why not be explicit? Do not mistake me when at the outset I claim to be of the class of commoners, low down in the social scale as it were. But I have had the opportunity to be among all classes and I will say that in proportion to the classes I have found better specimens of human beings in grades of soap for both kitchen and launall characteristics among the common people than in any of what they may style the "high class."

I base my standpoint from the ethics of life. The economic condition of our present system is the finest educator if the common people only had time to express themselves; their time is too much occupied in the pursuit of their daily bread to waste it in such discussions. But coming to the point about marrying beneath one, my idea is that common sense should be used and dis-

A young woman who has the honor to work for her living is sensibly good in all ways; is good enough for any suitable man, whether he be rich or poor. Let me emphasize this: That social position does not make the real man or woman.

I would advise W. L. George to discriminate more wisely. I have traveled the world over and found just as big fops in America. What I mean is there are just as good men in the old countries in all details as there are in this Western Hemisphere, and don't forget to tell him, George I mean, that this country is composed of the same class of human beings, in fact made up of the same stock he does not like.

G. H. M.

Tour application is the third in line. Unless we hear to the contrary from the expectant mother, we withhold her address from other correspondents. May 1

dying the Spanish language, as I have been studying Spanish for the last receipt of similar applications, as you will see from other portions of the Corner correspondence. studying the Spanish language, as I have been studying Spanish for the last

York or Philadelphia or South America, but am in doubt as to the proper steps to take in order to secure such a position. If I could obtain several names and addresses of firms who need clerks to

handle their Spanish correspondence, I would communicate with them direct, but thus far I have been unable to secure required information. Anything you may do to help me along these lines will be greatly ap-

A CONSTANT READER. preciated. Very truly yours,

Your name and address, please.

SEEN IN THE SHOPS



THE little blouse shown to today's filustration demonstrates how the designers are making use of several materials in contrasting shades to good effect. This model is developed in linen and batiste. The suspender effect and the lower part of the bodice are lower part of the bodice are made of linen, with a yoke of fine white batiste. A turn-over collar and plain pearl buttons, with dainty hemstitching, gives a smart tallored air to the costume. In combination of white, with rose, maise, flesh or copen. The price is \$1.50.

The wide, serviceable sports skirt is not unlike those of last season, but for a new note in the side pock-

those of last season, but for a new note in the side pockets and strapped belt. The material is corduroy, of a very good quality, and washable. The back of the skirt is slightly gathered. In rose, copen, all-white or Tipperary green. The price is \$5.98.

A smart little sailor of lisere straw is also shown it is quite flat, with a hemp brim and facing of taffetas. The crown is surrounded by a sain fold, and an ornament is seen at one side. In black or colors. The price is \$4.85.

The name of the shop where these articles may be purchased will be supplied by the Editor of the Woman's Page, EVENING LEDGER 608 Chestnut street. The request must be accompanied by a stamped, self-addressed envelope and must mention the date on which the arti-cle appeared.

#### Fashions and Fads A sort of knitted stockinet called tweed is a delight-

called tweed is a delight-fully elastic material for golfing sults.

The loose full coat is kind-est of all to the feminine fig-ure, not to mention being very smart.

Sleeves are almost the most important part of a dress, so elaborate and inter-esting are they,

### Marion Harland's Corner

All communication addressed to Marion Harland should inclose a stamped, self-addressed envelope and a clipping of the article in which you are interested. Persons wishing to aid in the charitable work of the H. H. C. should write Marion Harland, in care of this paper, for addresses of those they would like to help, and, having received them, communicate direct with these parties.

SUMMER SPORTS OUTFIT

"A DEAR Cornerite sent me two truss-es in answer to a request for one, and I have mislaid his name and address. I want to get it if possible so as to thank him. I need Adam Clarke's Commentaries so much. May I ask through your deappreciated? T. S. S.

Hoping the donor of the trusses may see your note of thanks and write for your address, we print your letter. We have no other way of reaching him. Adam Clarke's Commentaries may lie disused in the library of a household that once numbered a clergyman among its members, or there may be an old copy in another li-brary. You are likely to get your heart's desire in one way or another.

#### For Rough Hands

"Inclosed please find the song that P. V. L. asks for. Mrs. H. C. H. asks for a remedy for rough hands. If she will use glycerin and bay rum her troubles will disappear. Up to three winters ago I had the same trouble. The best of cold creams, etc., did no good. I was advised to use bay rum and glycerin (10 cents' worth, at any druggist's), and I've never had any trouble with my hands since. Experiment with the proportions until it suits your particular need. Two-thirds glycerin and one-third bay rum I think is about right. Keep the hands and finger about right. Keep the hands and finger tips well cleaned and rub often with lemon juice. Wear old gloves when possible while working, and always put on the lotion before drawing on the gloves. Never cut the fingers from the gloves, for it is the tips of the fingers that need pro-tection. Last, but not least, use only high dry work—it pays. If these directions are followed faithfully for two weeks I'm sure after that one need use only a little of the lotion each day and often disregard

gloves. The song was duly forwarded to the one who asked for it. She will thank you. The home-made, commonsensible remedy for the prevailing affliction of chapped hands is opportune.

#### Would Adopt a Baby

"Would you please send me the address of C. D.? I should like to correspond with her, and if we can arrange to adopt the buby, which is to arrive in March, we shall be glad to hear from her.
"MRS, E. F."

Fulton, N. Y.

• • •

Dear Miles Was greatly interested in your recent article on the value of dying the Spanish language, as I have been studying Committee on the value of the spanish language, as I have been studying Committee on the value of the spanish language, as I have been studying Committee on the value of the spanish language, as I have been studying Committee on the value of the spanish language.

### Wants a Baby Boy

"Kindly send me the address of Eleanor S. I am greatly interested in that sweet baby boy. Could we find a baby boy of refined parents, we should be grateful.

"MRS.-M. do F."

The address went duly to you. You have our cordial wishes for your success in that quest. As we have said, the de-

mand for bables for adoption is so lively as to excite surprise and conjecture. Is the love for children gaining the prominence it should have, or is the supply di-minishing? It is a curious question and one in which the Corner feels keen in-

#### Another Copy of a Song

"This is my first contribution to the Corner, but it will not be the last. I have some recipes which I will send if you care for them. I notice that P. V. L. asks for the second verse of the old Christmas song, Jolly Old St. Nicholas.' I am inclosing a copy as I sang it when a small child in school.

J. G." Another correspondent has sent in the whole song. Thank you just the same.

#### Patterns Have Run Out

"I am a young woman with two chil dren and not very strong, but I can sit and crochet and do a bit of this for outside trade. My patterns have run out, and I have thought maybe you could send me some. If this is not asking too much, it would mean a lot to me to get patterns that are new. ANNA E. M."

The appeal for patterns rarely goes un answered. There must be a book of used designs no longer needed by a reader which may be spared for the mother who makes time to keep up her fancy work and thereby contributes to the family in-

#### Copy of a Poem

"I should like to ask if you can tell me where I may obtain a copy of a poem which I am anxious to find. I do not know the author's name, or the title, but it contains the following lines:

I feel like a snowflake From heaven below. Like the beautiful snow,

Then the angel looked down

But once I was white, Like the beautiful snow,

kindly amusement at the periodical requests for "Beautiful Snow" and the succeeding dispute as to the authorship of the lines. The query before us must not be confounded with demands for the hackneyed rhymes. The poem indicated by the few lines quoted is a different affair altogether. Who will give it to us entire and designate the author?

#### Home for Little Girl

"Recently I have read several requests for little children, and some offers of the same from mothers. I have felt encoursame from mothers. I have felt encouraged to ask for a little girl to adopt into our home. We have two boys who are as eager for a sister as we are for a little daughter. We would all make her welcome and treat her as our own, if we can find one to our liking. We should like her not to be over 6 years of age, and prefer one younger. We will bring her up as our own child, and trust you will put us in touch with some one who has a child to give away. I should add that we are Protestants.

We give in full a charming letter that does honor to the heart and head of the writer. We can comprehend why in this writer. We can comprehend why in this particular family the "little sister" would be warmly welcomed. After all, girls give reality and depth of meaning to the word "home" which boys seldom impart. Happy the household that is blessed with both sexes!

#### Gingerisms

Many a sighing laver becomes a greaning husband.

Many a woman fancies she is proud when in reality she is only vain.

## "ALCOHOL, THE GREAT DESTROYER," AS SEEN BY SCHOOLGIRL OF 13

Gertrude A. Emery Wins First Prize for Her Discussion of Evil Effects of Strong Drink



#### GERTRUDE A. EMERY

"My language teacher, Miss M. A. Snow, gave me the title, 'Alcohol the Great Destroyer,' and told me to do the best I could, and I did."

And she did the best she could—which won for her the first prize from her school, and the right to compete in the State contest, when the same essay will be placed with others received from all parts of Pennsylvania and selected for the value to the temperature programme. the value to the temperance movement.

ALCOHOL THE GREAT DESTROYER. The various destroyers which we read about or see, such as fire, floods, etc., may cause the death of many people. Winds, sandstorms and thunderstorms may also do some harm, but from these people can be saved and not always blamed. Dis-eases, as we know, cause deaths and suffering. These are recognized and known

There are some destroyers, however,

invisible to all: rather the work of them is invisible, for the destroyer itself can be seen. These destroyers may be present in the rooms of society or galety, where heavy drinks which contain alcohol are found. Often the people found in such places will complain of heart failure or other troubles. The destroyer will then be introduced into the homes of the peo-ple who lead such lives. This is due to the habit which they are forming, without

The blood vessels of the skin become

## Be Sure You Get Deerfoot Farm Sausage They cost more—try them and see why

HORLICK'S THE ORIGINAL

MALTED MILK Cheap substitutes cost YOU same price

ENTERED IN COMPETITION



That is the way Miss Gertrude A. Em-That is the way Miss Gertrude A. Emery, the 13-year-old daughter of Mr. and Mrs. Fred R. Emery, 5131 Walton avenue, tells how she won the first prize in the scientific temperance essay contest at the S. B. Huey School, 52d and Pine streets, when it was awarded a short time ago by the Friends' Temperance Association and the W. C. T. U.

The essay which she submitted was as follows:

as destroyers which can be seen and heard

which cannot be seen or heard, but are acknowledging the fact that they are do-ing themselves harm.

Upon the body alcohol has many effects. First of all upon the bones, which are the fundamental principle of the human body. The growth of the bones is stimulated and the bones are made weak. Muscles which come next in the building of the body are also affected by this un-faithful deceiver being made flabby and unsteady and turned to fat. Digestion is highly and severely rulned by this con-tinual drink. The food cannot go through the right process of digestion because the alimentary canal and the juices which aid in digestion are inflamed. When alcohol is used in large quantities daily the circulation of the body is impaired. The heart, being the centre of the circulation, is made to beat irregularly, giving it too much work to do.

enlarged, thus making the face of the drinker red. Respiration is injured in such a way that the air passages are in-flamed, which is a very serious thing, be-cause it enables the drinker to catch colds cause it enables the drinker to catch colds easier and more freely, often resulting in pneumonia and even consumption. Persons taking alcoholic drinks become very nervous. This shows that the nervous system and the nerve cells have also become affected. The blood vessels of the stomach absorb alcohol and then the blood is sent to the nerve cells. is sent to the nerve cells. The nerve cells are paralyzed in this way and often nerve cells are poisoned, resulting in a sickness called delirium tremens. The person be-comes very nervous and is full of fear. Often the person having delirium tremens has a tendency for crime. The person taking alcoholic drinks in great quantities

ASK FOR and GET

### EXPERT SAYS BUTTERMILK IS DOUBLE-EDGED SWORD

By WILLIAM A. BRADY, M. D.

By WILLIAM

To f wonder-working, then a day of desuetude. Now doubt, finally a day of desuetude. Now the desuetude of the Bulgarian lake an anesthetic. bacillus, the sour-milk cure. It appears that the lactic acid germ, the old-age specific of Mctchnikoff, has its untoward

effects.

When you drink buttermilk, soured milk or any of the Bulgarian bacilius cultures, you are aiding and abetting the formation of lactic acid in the intestinal canal. Now, just for the sake of argument, let's say you are anemic, eschectle from some chronio disease, or emaciated. In such case you would probably be aiready more or less poisoned by "acidosia," which means the accumulation of carbonic acid gas and other acid combinations in the blood and tissues. To feed on an acid-producing substance of the nature of buttermilk or Bulgarian bacillus cultures would obviously be addbacillus cultures would obviously be add-ing fuel to the fire, take it from Dr. Orvall Smiley, who has studied the mat-ter carefully and knows whereof he

Doctor Smiley has observed a number of patients suffering from symptoms of aggravated acidosis, due to the taking of Bulgarian bacillus preparations on their own initiative. Among the symptoms he enumerates in reporting his observations are increased blood pressure, sweating, increased nervous irritability.

Here are some of the conditions in which the authority cited believes Bulgarian bacillus, or other acid-producing medication, is objectionable: Tuberculosis, medication, is objectionable: Tuberculosis, cancer, diabetes (though some physicians insist that Bulgarian bacilius cultures often do good in diabetes), excessive acidity of stomach (not that caused by derclothing.

sees double things before him and is most likely to have his sense of smell impaired. Then he finds that his sense of hearing is not very well, and this tells him that his ears have also been affected. Thus we find that every part of the body

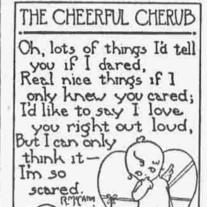
is ruined in some way by this destroyer, and in some cases causing the death and suffering of many people. The older we grow from our childhood on the more our brain cells should be developed by learning something new each day. The more we learn the more knowledge we obtain in the knowledge centres in the upper part of our brain, and walle we are devel-oping the knowledge centres a character of a bad or a good kind is being made In the very topmost of our brain are also the hibitory centres. If we use these in the right way by forming good habits we shall be very proud of them, but if we do not use them in the right way and form bad habits, we will be dragged down to a low level by bad character and will be of no use in this wide, large world, of which we are so proud.

Beauty Is as Beauty Does Nature cannot do it all, you know. You must assist her all you can, and it would surprise you to know how much you can.

Take for instance the care of the eyesnot the vision especially—the brilliancy, the cleanliness too if you please.

You have been told, told and told again that boracle acid is a very excellent eye wash. So it is, It is to a certain extent antiseptic and has a refreshing effect

Did you ever try a drop of spirits of camphor in an eye cup of tepid water? No? Try it soon. You'll find it most refreshing after the first slight sting. It is stimulating, and best of all, it bright-ens the eye by washing away any par-ticles that dull it.



# **BANQUETS**

HANSCOM'S Office, 734 Market Street

take an anesthetic.

It is apparent that the wonderful old age specific is a two-edged sword, like many other good therapeutic agents, and that it is capable of doing serious harm when indiscriminately employed.

Well, so is any active remedy, for that matter.

Natter.

Yes, even sunlight. Or castor oil.

We don't like to spread had news.

In fact, we are usually cheering.

But the truth must be told.

#### QUESTIONS AND ANSWERS

A Case in Point

I am advised that the drinking of but-termilk is harmful for a person with chronic rheumatism. Is that correct: Answer-Read the foregoing. Incident, ally, you had better find out what is the matter before you decide on the treat-ment. Id est, what is "rheumatism" is

Don't Darken the Room Are darkened rooms better than bright or very light rooms for persons who are hypochondriacal? Answer-No. Have the room well

Hygiene of Underclothing What kind of underwear do you recom-mend to prevent rheumatism or colds? Answer—Light in weight knifted porous

Field Gun Shots

The devil isn't a half bad sort when you get to know him, but you are an all bad sort if you get to know him too well. It isn't true that "the rain falls on the just and the unjust." The unjust confis-cates the best umbrella in sight.

Lent is the devil's vacation, but his pay

When picking a live wire, be careful you do not make the mistake of selecting a third rail.

#### A Threnody

Not in the ancient Abbey,
Nor in the city ground,
Not in the lonely mountains,
Nor in the blue profound,
Lay him to rest when his time is come
And the smilling mortal lips are dumb

Under the whispering pines,
Where the dogwood breaks in blossom;
And the peaceful sunlight shines,
Where wild birds sing and ferns unfold,
When spring comes back in her green and
gold.

But here in the decent quiet

And when that mortal likeness Has been dissolved by fire, Say not above the ashes, "Here ends a man's desire." For every year when the bluebirds sing. He shall be part of the lyric spring.

Then dreamful-hearted lovers Shall hear in wind and rain The cadence of his music, The rhythm of his refrain For he was a blade of the April sod That bowed and blew with the whisper of -Bliss Carman, in January Scribner's

**Aeedleman** 

1118 Chestnut Street LAST TWO DAYS Advance-Season Sale Prices in Effect Only Until February 15



attractive "Spring suit savings" in latest novelties and styles, white gabardines and serges. Reg. \$50 suits-during this sale,

\$35 Reg. \$35 and \$40 suits— \$25

Skirt Special Linens and handsome gabardines and poplins, \$5.50 regularly \$8 and \$10 Mr. A. Needleman gives personal at-ention to the cutting and fitting of very garment. to Keith's. 3d Floor, Take Elevator Formerly 1004 Chestnut Street



MILLIE AND HER MILLIONS

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AND IF THE ICE BREAKS MONTY CAN SAVE AUNT BRIGANTINE

