

The Woman's Page

SUCCESS COMES AFTER FAILURE

Mrs. Astril Rosing Sawyer, of Chicago, last year did between one and two million dollars worth of business in building materials after having started life by failing to hold a job as a typist in a remarkable story of a woman's business career in *The American Magazine*.

Mrs. Sawyer, the article declares, was one of the children of the English language, the child had a difficult time in the Chicago schools and at an early age Astril was taken out and sent to live strenuously and typewriting. Her instructors hurried her through her course, and having had but poor training, she failed at one test after another because of punctuation, spelling and other subjects in which she was deficient.

While attempting to secure another position with a building supply firm, Astril's prospective employers were impressed with her determination and despite her poor showing as a typist gave her other employment. She soon became fascinated with the business and after mastering bookkeeping and other details of the office became a successful saleswoman, only to resign to help her brother, who was struggling unsuccessfully with a railroad grading contract. After living in a construction camp and directing the work herself, the girl, minus all her savings, started selling building materials independently until there firm is one of the best known in the midwest. She has furnished supplies for many of the great skyscrapers from New York to Wyoming and has built up a reputation for fulfilling difficult contracts that is envied by few other concerns in her business.

WOMEN HELP MAKE WAR-TORN CHINA

China from the nation now torn by civil war.

"That is the declaration made at Geneva, Switzerland, by Cheng-Loh, Chinese minister to France, who came upon the international political stage in Europe to play a significant part in the solving of numerous problems submitted to the Council of the League of Nations.

"Cheng-Loh believes in China with a kind of burning confidence. The 400,000,000 people of his native land, he says, will never be subjugated by a foreign power, and some day they will discover again their national soul and form themselves into a united, harmonious nation.

"In that new nation," he said, "women will play an important role, even if they will not have all the judicial rights of women of Western lands.

"Witness the fact that we have at Peking a woman secretary to one of our Ministers, and witness also the work of Miss Soame Teheng, a eminent woman lawyer, is not only president of the civil court at Shanghai, but also Astril's general for the handling of criminal cases.

Mrs. Cheng-Loh and her two daughters were present in the council chamber while her husband directed the debate during the troublesome days of the League's becoming session.

"The Chinese people," the Minister said, "have two great qualities. They are intelligent and they are hard workers. Do not forget that bolshevism is not to their liking. They tried it once in the ninth century, to their dismay. Communism is against all the Chinese concepts of religion, including the Confucian religion.

Cheng-Loh, who received his early training in the law at Paris, has a vision of his experiences in Mongolia, where he represented China at a conference to settle difficulties over the invasion of Manchuria by Russian troops. He also has translated into French from Chinese "The Red Lotus," a story of Mongolian life.

Books Help In Housekeeping

By WANDA BARTON

Housekeeping is a profession. It should be treated and managed as such, and is by thinking woman. Women living in large cities have so much to do that they in public utility ways that the only effort they put forth is to procure the latest telephone book, for a handbook. They get on after a fashion but lack the hall mark of real business management.

On her desk in the kitchen, or elsewhere, you will find the day book and the budget book of the up-to-date housekeeper. You will find a spike for unpaid and another for paid bills, and a file for receipts and bills. You are likely to find a daily order book where the needs have been jotted down as discovered during the day and to be ordered during the various shops. In the pigeon hole you will find her bank book, check book and order book. It is a handy, indispensable to the uninitiated, but is easy and satisfactory sailing for the woman who has started right.

There should be a home-made phone book for our tradespeople, with addresses for every sort of shop where we buy. Our favorite moving man, piano tuner, cleaners, handy carpenter, painter who does our old jobs, the district policeman, fire box, hospital number, druggist and newspaper shops, our old job, the district policeman, fire box, hospital number, druggist and newspaper shops, our old job, the district policeman, fire box, hospital number, druggist and newspaper shops.

The new shoe and stocking colors for spring have been selected to harmonize with the new fashion colors to go great an extent that, with the possible exception of the grays, they can be worn with almost any color in perfect taste. As beige is the leading shade for frocks and ensembles, in their words, about three-fourths of all the new shoe and hosiery colors are beige.

Basic Colors in Hosiery

In hosiery the basic colors are white, jade, kasha beige, both slightly grayed in tone; tawny, which is a little more on the tan; beige beige, rose nude, tansan, a tone darker than honey beige; and a somewhat deeper rose beige; misty morn, a slightly mauve shade, and maroon glaze, which belongs in the class with the brown beige; green and metal.

What To Wear, And How To Wear It



By LUCY CLAIR

Delicious Lemon Pie

One lemon, three-fourths cup sugar, two eggs, two tablespoons water, one tablespoon flour, one teaspoon butter, one-half pint whipping cream. Beat eggs, add lemon juice, water, sugar and flour. Stir till smooth, put butter in double boiler and pour in lemon mixture. Cook till well thickened and set aside until cold. Whip one-half pint cream till stiff and add three-quarters of it to lemon mixture and fill a pie crust which has been baked and is cold. Cover top with mixture of cream. Cream should be slightly sweetened.

Sunny Silver Pie

Four eggs, one-half cup cold water, grated rind of one-half lemon, one cup whipping cream, half cup sugar, lemon juice and rind. Cook in double boiler and boil until thick. Then add gelatin dissolved in cold water.

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HOUSEHOLD HINTS

MENU HINT

The meat pie is one of the answers to the leftover meat question. As many vegetables as one likes may be included in this dish, and gravy and leftover vegetables may all be added and thus triumphantly "finished up." The biscuit crust makes the pie easy to serve, but the continuous crust is just as good as far as taste goes. Meat Pie—Battered lettuce.

Stewed Tomatoes—Tea or Coffee

Today's Recipes

Meat Pie—Cut meat up in sizeable pieces or slices for serving, arrange in a good sized baking dish, put several cooked onions, carrots, potatoes, and any other vegetables you want to use around the meat, add gravy and water in which the vegetables were cooked, season with pepper and salt, cover with biscuits cut about one-half inch thick, and bake until done.

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One lemon, three-fourths cup sugar, two eggs, two tablespoons water, one tablespoon flour, one teaspoon butter, one-half pint whipping cream. Beat eggs, add lemon juice, water, sugar and flour. Stir till smooth, put butter in double boiler and pour in lemon mixture. Cook till well thickened and set aside until cold. Whip one-half pint cream till stiff and add three-quarters of it to lemon mixture and fill a pie crust which has been baked and is cold. Cover top with mixture of cream. Cream should be slightly sweetened.

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At the Upper Left Is One of the New Oxford

developed in black kid, laced trimmed, worn with beige stockings in harmony with the black costume. At the upper right is an unusual white kid shoe trimmed with red, suitable for wear with the prettiest of hats that has a bit of red in it, and sunburn hose. A beige pump that is especially good with the beige frock and sunburn hose is shown at the lower left. It is of rose blue and maroon glaze kid, giving a delightful composite of beige and brown with the slightly rose tint. The lower right shows a model in dark kid trimmed with gray lizard, suitable for wear with the gray or navy beige costume, with green, metal-line-kasha beige or sunburn hose.

How to Achieve Beauty

By Mme. Helena Rubinstein

How beautiful is **Neck's** skin! It is surprising to realize the intelligent people who devote hours of attention to their faces and forget all about their necks. How often have you seen an even little face of powder stopping just at the chin, and below the powder line, a dark discolored neck and throat? Nothing detracts so much from the final ensemble of loveliness as a visible sign of neglect. A pretty face won't be even half pretty if an aging, sallow neck betrays its beauty.

The neck requires less care than the face. The very fact that the neck betrays age when the face is still youthful is a permanent indictment against short-sighted beauty seekers.

Almost every woman should begin at 25 to mildly bleach her neck. Necks do discolor rapidly, we all know that. Perhaps it is because of the furs and the cording of harsh collars. Perhaps because necks are invariably neglected. Perhaps it is only because shapeliness and color is the only way for a neck to be beautiful.

We can rouge our cheeks, polish our nails and mascara our eyes, but what can we do for our neck? When then! So by all means, remember, a bleaching soap or a bleaching cream to be used regularly two or three times a week, even if it is only a preventive measure. It is little means, but witness the positive affinity our necks have for dust and grime. The sun's stinging rays, furs usually have a neat little shadow. The dyes from the coats and high

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