

Mrs. Halstead
and "Charle-
Magne."

A Dog Fancier

SOME weeks ago we published the photo of a woman who sells dogs, but we give you here the photo of a woman who judges dogs and is President of the Terminal City Kennel Club, the largest in Western Canada. A very few years ago, we would have gasped, "but that is a man's work." Mrs. Halstead lives in Moose Jaw, and inherited a taste for dog fancying, her father having been an importer and breeder of fine Irish Setters. She says, "Down through the years, I see English pugs, Skyes, grey hounds, fox terriers and then, when I begin to fancy for myself—Bostons. In trying to beat my dogs at the Coast, the American market was searched and the best imported, but without success, so that now Vancouver can vie with any show, in regard to Bostons." Her first judging was thrust upon her by fanciers themselves, who recognized her ability to specialize in some four particular breeds. Now, Mrs. Halstead judges all sorts of dogs, and has never had a complaint from a dissatisfied exhibitor. The photo of her shown here includes that of her champion French Bull—Charlemagne, a proud winner of thirty-one firsts.

Insurance Agent

WITHIN a week, without any previous thought of becoming actively identified with the business world, Miss Ida Ethel Miner, of Smith's Falls, found herself firmly established as the representative of more than twenty Fire and Life Insurance Companies. She was literally hurled into business. This happened through the sudden death of her father who had successfully carried on, for many years, an Insurance business. His daughter occasionally assisted him, and in this way, she gained some insight into the details, but it was with considerable trepidation that she faced the responsibility thrust upon her. She asked herself if it were possible to retain even a part of the business her father had built up, if the public would talk Insurance to a girl, and if the companies would not jeer at her application for agencies? Fortunately for Miss Miner, she had no time to weigh these questions, and cast them into the balance with her timidity. She had to decide and that, quickly. She bravely put her shoulder to the wheel and from the first it began to creak. To-day, the citizens of Smith's Falls are

Miss Beaton of Ottawa



proud of their plucky, energetic Insurance broker. The old business was retained and new business added. But one company refused application for an agency, and regrets its stand. Miss Miner's receipt for success, in her line of business, any way, is to earn the good will of your customers . . . but attention to business and an honest effort to master detail must be a firm foundation.

WOMEN OF BUSINESS

Two Eyes for An Eye!

OUR thrifty forebears considered themselves pretty clever when they drove a bargain on the "Eye for an eye, and a tooth for a tooth" basis, but we have learned a trick worth two of that. We demand two eyes for one, because we have found it is quite possible to get them. Canada offers them to the astute woman of business; her commercial fields are almost as broad and unexploited as are the vast lands through which the farmer may express his ambitions. In other words, there is room in Canada for Business Women—they may be fairly well assured of success. It remains for them to "homestead" on the field and work. This is just what the women on our page have done, and we think that any of them would tell you that they were received into the Commercial Fraternity right heartily. The old lines which divided work into two classes, men's and women's, are rapidly disappearing; the days when "man's sphere" and "women's sphere" were as separate as the two sides in a Quaker Meeting House, are almost if not quite gone; we have one sphere upon which men and women work in friendly competition, the best worker climbing out on top. It is due to women workers that this is so, for men and "the market" have seen the value of their work and accorded them a place which their energy and sincerity deserves. These are but a few, but we will tell you about many others.

Yours faithfully,

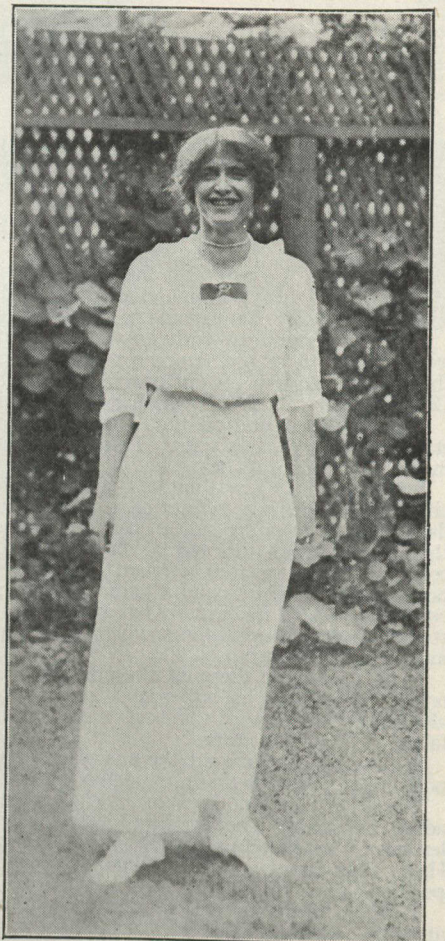
MADGE MACBETH.

Miss Ethel Miner



Proprietor of Wood Yard

MASCUline prejudices against woman's entry into the business world would readily succumb in one of the wood yards or offices of Miss E. F. Beaton, whose wonderful spirit three years ago, overcame the burden of invalidism and who is now the proprietor of an extensive wood trade, whose thousands of deliveries per year employ the use of two of the big railway yards as well as private properties. Miss Beaton requires the use of crutches but she knows no handicap, and every detail of the trade is at her finger tips. The many stalwart men in her employ marvel at the business ability of this little lady, still in her twenties, who gives as her reason for "making good,"—"Well, you see, I was not like other girls, and I just wanted to do something different. These busy ones have been the happiest years of my life."



An Apiarist

THIS is the queen bee of the Bliss Apiary at Port Elmsley, Ontario. In other words it is Miss Clare Bliss who for several years has conducted this business with a happy combination of pleasure and profit. Certainly, she does not look as though troubles could fasten themselves like barnacles upon her. Perhaps she believes with the political economists, that she had no cause to worry, even though Canada is carrying a heavy burden of War Debt. Perhaps she realizes that the men and women who work with nature, are about the only ones who will not feel the pinch of national poverty to any harassing degree.

Owns Business College

IT would be difficult to find anything more commercial and business-like than a Business School, itself. Calgary boasts of one, the only one in Canada which is conducted by a woman. It is a war product. Mrs. A. Hollingshead had in charge classes in typewriting and stenography for the Calgary School Board when the war broke out. Retrenchment made it neces-

Mrs. A. Hollingshead



sary to drop these classes for a time. She saw that the demand for girls with a commercial education would be greatly increased and she opened what is known as the Central Business College which is now on a sound business basis. Instruction includes English, French and other subjects.