

A COMPLETE DINNER SET

FOR \$17.50

There are 97 pieces in this beautiful set of Orleans china, the pattern of which is one of the prettiest decorations yet seen. The complete service consists of

- 12 Dinner Plates
- 12 Tea Plates
- 12 Bread and Butter Plates
- 12 Soup Plates
- 12 Fruit Saucers
- 1 10-inch Platter
- 1 14-inch Platter
- 1 Oval Vegetable Dish
- 1 Round Vegetable Dish
- 1 Gravy Boat
- 1 Tea Pot
- 1 Sugar Bowl
- 1 Cream Jug
- 1 Slop Bowl
- 12 Tea Cups and Saucers

The usual catalogue price is \$23.30, and we have sold many hundred sets at this price, but as a

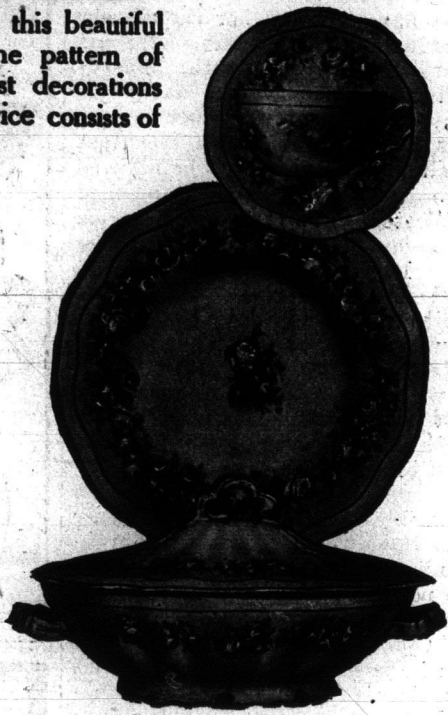
CHRISTMAS BARGAIN

for the readers of this magazine we are offering the set for

\$17.50

It is a dainty design of pink and white roses with delicate green leaves and stems in colorings that are true to nature. Just the kind of a decoration that will appeal to the majority of buyers; gold edges on every piece. Nothing could be more suitable or acceptable for a gift.

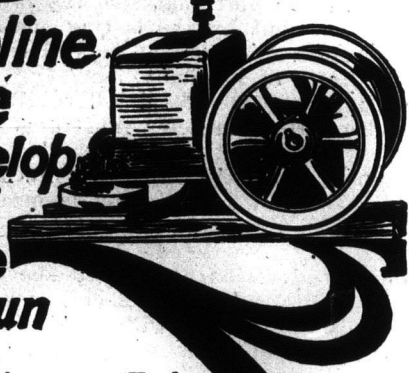
Robinson & Co. Winnipeg



A Hint
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VALUES
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C. S. JUDSON CO.
LIMITED
Gasoline Engine
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Farm Supply
Catalog.

\$36.25 Gets This Perfect

1 1/2 H.P. Gasoline Engine
It Will Develop
1 1/2 H.P. And Is Complete Ready To Run



This engine is a brother to our "Handy Boy." It is an engine the farmer needs for pumping the water, and one that the women folks can use equally as well on the washing machine. It is the last word in gasoline engine construction. It is perfect in every detail, simple, reliable and economical and so very easy to start, that any boy or woman can operate it, and it only costs about two cents per hour to run it. It is sold on 30 days' free trial, satisfaction guaranteed. Complete with pumping jack and belt, **\$43.50.**

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You should have the C. S. Judson Co. catalog before you order an Engine, Grain Grinder, Cream Separator, Threshers' Supplies, Pump, Wire Fencing, Hay Tools, Hardware, Washing Machine, Churn, or other farm labor-saving devices. It is a reliable guide to highest quality, lowest prices and the greatest value for every dollar. It is beautifully illustrated in three colors, contains complete and accurate descriptions of labor saving machinery. You will find it easy to select the article you want and easy to compare our quality and prices.

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C. S. JUDSON & Co. Ltd.
179-181 Market St.
WINNIPEG



three wise girls. In the study of their lives one learns the elements of wisdom in womanly womanhood—and this is a necessary Christmas lesson—let us give to Western Canadian manhood the influence of a pure, clean womanhood—our Christmas present to our country.

Wasting Christmas

Thoughtless buying of expensive presents is wasting Christmas. The most beautiful way to celebrate Christmas is the distribution of service. Are you giving real pleasure? Are you giving a part of your service? Or do you rush madly into the whirl of Christmas shoppers and fret at the worn-out girls behind the counters and go home to your family tired and cross? This is wasting Christmas. I have great admiration and respect for the clerks in our Winnipeg stores. I know many of them personally, and they are a splendid class of girls. For this reason I urge the Christmas shopper to be considerate. Why not sit down and make a list of the friends you wish to remember, consider each one's tastes and determine the present you will give each one and write them down with the approximate cost of each. Then go down one day to the stores before the rush begins. This is the most economical method and the most satisfactory. By the way, I do hope married women who want to make some Christmas money will not crowd the unmarried wage earner out of her position. This is done every year and it is not fair. The married woman who is supported by her husband is better dressed and perhaps better nourished than her wage-earning sister; therefore she is more able to serve her customers than is the girl who has a hard time to live comfortably. She robs the girl clerks of sales, and they worry for fear their score card will not stand the test. Many of the steady clerks long for the Christmas season that they may make more sales for their score card. Then the new clerks come in and take their sales from them. This is a common complaint. Perhaps after Christmas the girl loses her position. It has been given to the married woman.

I find so many loyal, worthy girls in our stores. The other day I passed a girl behind the counter. She was not busy at that moment, and she infused the spirit of happiness among the girls around her as well as the passing customer. I looked back to listen to a bright, helpful quotation on contentment that she was repeating. I smiled. So did she. I am sure she is a successful sales-girl. Henry Drummond says: "We do not know what ripples of healing are set in motion when we simply smile on one another. Christianity wants nothing so much in the world as sunny people." The clerk with a smile and courtesy is sure of good sales.

Then there is the clerk who studies her customers. Last summer a customer bought some embroidery and forgot her change. Two weeks later, as she passed the counter, a clerk stopped her, saying: "You forgot your change some time ago. I have kept it for you." Though the customer was a stranger, the clerk had studied her, and had a beautiful sense of honor.

"Are you a new clerk here?" I asked of a bright, obliging young woman in a cloak department. She had a most pleasing personality. When she replied "Yes," I asked her if she had difficulty in securing the position. "No," she replied; "none whatever." I knew that her personality was the best reference she could give. There is a kind of personal pride that lifts a girl to her true level and gives her prestige. It is pride with respect and confidence behind it—pride with enthusiasm and large plans. Unless you take pride in your work, unless you are too proud to do less than your best, you will do inferior work. False pride eats away personal independence and makes one narrow, but honest pride is a vital asset. "Let truth and love, and honor and courtesy flow in all your deeds," says Emerson. Then is the Christmas spirit honored in the true way.

Character in Stitches

The hand-made Christmas present is much appreciated. Girls are busy at this season of the year making gifts for their friends, and I wonder if they realize that the kind of fancy work they do reveals their character. Mrs. St. John, of Manitou, read a paper not long ago on this subject. She convinced her audience that one may judge a woman's character from her fancy work. The girl who selects a poor grade of material and does her work hurriedly and carelessly is inclined to do all of her work in this way. One girl of my acquaintance makes her own dresses. They fit well, but she leaves hooks off where they should be, and neglects to finish her sewing. I am familiar with her office work as well, and find her books carelessly kept, and much of her work is neglected. She lost a good position for this reason—but she never knew why she lost it.

Another girl sees a beautifully painted cushion. She buys a cheap grade of satin and imitates it, or perhaps imitates carelessly a neatly embroidered piece of linen. This girl is, as a rule, artificial in her dress and character; she is not sincere. On the other hand a girl embroiders very carefully on a good piece of linen. Perhaps the piece is small and is not so conspicuous as the flashy pillow-cover, but the work is well done and the material is good. The work is genuine. It is not a pretence of another article, and this girl does all her work well, as a rule. She does not imitate. Her housework and everything she does is accomplished thoroughly. If I were a woman employer, I believe I could judge more ably the applicant from an example of her needlework than from her letter. Think of this when making Christmas presents.

What Shall I Give Him?

Every year at Christmas time I urge my girl readers to be wise in their choice of Christmas gifts to "the young man" friend. First, do not give promiscuously, else the young man may be like one I know who placed his gifts about the room for inspection and named each gift after the giver. When "the other boys" spent an evening in his room the presents were subjected to much ridicule. Then do not attempt to buy your young man friend by giving an expensive present. He will feel that he must give you a present more expensive and may go in debt to pay for it, or worse—buy it on the instalment plan. Young women often lose their young men friends for this very reason. Men like simple gifts. Initialed handkerchiefs of your own work or other needlework of your own work pleases them. Make the gift a part of yourself. One girl of my acquaintance is nursing a broken heart because her admirer married another girl. I know why. One Christmas she gave him a silver smoking outfit and a locket set with a diamond. He could not afford to buy her an expensive present, but he did. It required so much sacrifice to pay the debt that he became disgusted with the girl. Then in the matter of engagement rings—do not measure the young man's love by the size of the diamond he buys. Girls do not realize just how much young men sacrifice to buy a diamond for "Kate" that will be as large as "Mary's." One young man went without a warm overcoat to buy a diamond equal to "Mary's" diamond. He has never been strong since that winter. By the way, young men from the Old Country complain of the Canadian girls' extravagant demands. They say they are afraid to take Canadian girls out for they have so little consideration of expense. Girls are often responsible for their own loneliness because young men really feel that they cannot afford to ask for their company an evening because they expect too much. Now, as Christmas approaches make your presents to your admirers simple and inexpensive, and very diplomatically inform him that you do not care for an expensive present. He will admire you all the more for this confession.