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TWO-IN-ONE Heater is a beauty in design; burns soft or hard coal, wood or coke—fully warranted. It will add comfort to your living-room or hall.

Being fitted with a patent "Down-draft" flue, you have complete control of the fire at all times.

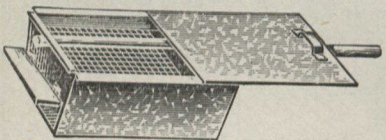
TWO-IN-ONE is a first class heater as well as a high grade cooker and baker. The oven is of medium capacity and will cook and bake perfectly. The two nine-inch covers on top are easily removed and you can boil your whole wash on TWO-IN-ONE in a large No. 9 wash boiler—at the same time using the one fire for baking and heating purposes.

See it at your dealer's! If he does not carry TWO-IN-ONE send us your order direct and we will prepay the freight to your Station. Remit by postal or express order.

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A Tin
To-day

and try Dustbane yourself in your own home. You too, will be delighted at the splendid results!



How Clever Women Make Money

HER HOME AND FACTORY UNDER ONE ROOF

By ZOE BECKLEY

A DOZEN years ago, Jane Durand suddenly found herself right slam up against a high stone wall labelled "Self Support." There was no apparent way of scaling that wall, especially since she had a beloved little mother beside her. Neither Miss Jane nor her "motherkin" knew anything about earning livings. They were just quiet home folks who had been comfortably off till the crash came. But they did know how to cook and keep house and be thrifty.

Quite casually one day a friend mentioned that a pair of "dear old maids" of their acquaintance had made a bit of money out of four formulas for flavoring extracts which they had invented and used many years.

The gentle spinsters had come into a fortune and were giving up their work.

Miss Durand went straight to the little ladies and asked them if they would sell their recipes. They were glad to do so. They placed so small a price on them that Miss Durand found that the few dollars she was able to scrape together easily covered it.

The prospect of earning any sort of a decent living for two persons from four flavoring extracts—vanilla, lemon, orange and almond—seemed dubious. But Jane Durand had to do something, and do it quickly.

The little old ladies told her where and how to buy her fruit, almonds, vanilla beans, distilled water and alcohol, a small percentage of which was necessary to "fix" the essence.

Next morning she began gingerly to experiment in her kitchen. They lived in a small, unpretentious cottage at this time, and her work was on a tiny scale. After many trials, a few failures, but no real discouragements, Miss Jane succeeded in making what she considered a perfect product.

The task of building up a market for it was more difficult. She went to the nearest town and called on the manager of the largest and best grocery shop, showing samples and soliciting a trial order.

He gave her one, very small. He had been accustomed to buy his extracts from a factory. He was skeptical about a lone woman being able to make a satisfactory article of the kind. But she looked businesslike and earnest—and he took a chance.

Her next try was a handsome specialty shop, where they sold expensive candies, fruits, preserves and tinned goods. She got another order there. It was for half a dozen small bottles of each of her four flavors. Her day's tramp netted Miss Jane in all four orders. These she carefully filled and delivered personally.

Her labelling and packing were somewhat crude, but she soon learned to put up attractive packages. In less than a week every one of her four trial orders was repeated, two of them being for twice the original amount.

Miss Jane and her mother hugged each other with delight, and did a dance around the kitchen. They worked like beavers to get the bottles out.

Thus did the small beginning show promise.

WITH practice, the extract lady found her products were made quite easily. The lemon, orange and almond flavors were the simple ones. They can be prepared "over night," the chief labour being in pressing out the juices and grating the peel. The straining, bottling, labelling and packing for shipment require time and care.

The vanilla extract is the only one of the quartette which is at all troublesome, Miss Durand says. It takes time, skill, care and judgment. The vanilla beans have to be gradually "stewed out" in a sort of oven for sixteen days before the extract is ready for use.

After Miss Durand had worked at her extract making four years, she began to dream of building a home which should be house and laboratory in one. By this time she had several thousand dollars to her credit. She consulted a young architect who liked her idea and grew boyishly enthusiastic in planning a bungalow so uniquely.

The plot was soon bought and the building erected. There it stands to-day—the prettiest six-room bungalow you can possibly imagine! The cement cellar is the neatest, whitest, sunniest spot that ever masqueraded as a factory. Wide, low windows, are set on a level with the lawn without, framing pictures of hills, trees and flower beds.

Part of this cellar is stored with boxes and bottles, labels, a pasting table, paste pot and brushes. At the other end is the heating apparatus, kept at an even temperature by two bunsen gas burners. Inside this oven sit the big glass jars of vanilla beans, slowly "cooking." Each jar has a neat tag tied round its neck, saying how long it has been there, its general condition and the chances for a successful termination of its career.

Miss Durand's desk, her typewriter, her telephone, are in one of the charming, chintz hung, mahogany furnished chambers upstairs, and to walk through her simply but beautifully designed house, you would never dream the cellar harboured a remunerative business enterprise.

Miss Durand insists that her work is "as easy as pie, and any child could do it." You are almost inclined to believe her as you note her unhurried air, her crisp white linen frock, her spotless white pumps—and her cheery smile.

"I have been nearly thirteen years in the business now," she says, "and have all I can attend to. We are still a 'one-man concern,' although my mother helps me when rush orders come.

"My routine is so systematized that I can virtually run things with one hand and keep house with the other! That leaves my feet free for walking and dancing, both of which I love. We have no help in the business, and no housemaid; only a woman who comes by the day to wash and iron, sweep and clean.

"While competition in these days is very keen, I believe there is always a good living for the woman who specializes on some food commodity. Machine made, factory prepared foodstuffs are the order of the day. But there are many households and hotels only too glad to pay fair prices for materials made at home with care and purity.

"The secret of success in a small home business is in keeping your quality up and never disappointing in your deliveries. You must be able to work hard at a stretch and be careful not to contract for more of the product than you can properly produce.

"I used to go to town and shop round for my materials," goes on our brisk little extract artist. "But now I have dealers from whom I can safely order by telephone.

"I purchase by the crate, of course. My busiest season is in the summer, because days are longer and the fruit extracts can be prepared in quantity and set aside, sealed, for use in the winter. Mine is not a seasonal trade, however, for oranges and lemons are in the market practically all the year. The raw materials are delivered and called for at my cellar door by the expressman.

"Unless a large order has to be gotten out, my day's work is usually only three or four hours long. I often think, as I work in my comfortable cellar, of the girls and women who are engaged in uncongenial tasks in factories and shops.

"I WISH more women would undertake home-manufactures. There is room for all sorts of home made products in the markets of to-day. Home made candy, for instance, is always in demand for children and grown ups who do not mind paying well for sweets that are pure and harmless.

"Cakes, bread, preserves and other specialties of the home kitchen are saleable. The idea is to stick to a few products—not try to make a little of everything.

"To come down to definite, concrete suggestions:

"If I had my problem to face again, I should start solving it somewhat in this fashion: I should go to a dozen of the most enterprising grocers, provision men, druggists, caterers and hotel keepers and ask, 'Have you in mind any article which could be made at home and for which there would be a market if it were given the special quality of goodness which the term 'home made' stands for?'

"Possibly some of these business men would not be prepared at first with the suggestion I wanted. Then I should go over his stock with him, item by item—or by myself—and ask the question whether that or any other article would find greater demand if it were 'home made.' Most persons' minds are more stimulated by activity, by definite, particular suggestions than by asking them questions in the abstract.

"Also many hotel men and restaurant proprietors are constantly on the look out for some special dish, side dish or specialty with which to popularize their menu. If such a thing were suggested to them by a woman—a capable housewife woman—they would, I believe, welcome it.

"At all events, this phase of my search might yield me a number of hints for home made articles. I should then interview some typical housekeepers women of means, boarding house managers and the like.

"I should ask them whether they had thought of anything which they themselves could not or did not bother to make, but would be glad to buy if it were made at home with all the cleanliness, care and honesty of material which the home produced specialty is supposed to have. I should make suggestions to them also, as to what I thought I could successfully furnish, and at what price.

"ANYHOW, I should persist in my inquiries until I did get to some starting point. Then I should visit some friendly manufacturer of a similar article to the one I wished to make and get an idea of the make up, the cost and process.

"I should then go home and devote several weeks to analyzing, making, re-making, studying and experimenting generally, just as a chemist does, until I had a thoroughly satisfactory article. This I should try out on myself, my family and friends, noting their comments and making improvements until I felt I had a perfect product—a specialty that could not easily be duplicated. Then I should go over the same field I had already canvassed, distributing samples and soliciting orders. I should keep on plying them with my samples and trial orders until orders began to come by themselves. This logically follows when the field has been prepared and a really excellent article produced.

"Some things are better for being made in factories. But there is always a longing in the human palate for edibles and condiments prepared by woman's own hands, in woman's own home kitchen. And so long as women live, there will be lots of them to whom cooking and 'mixing' things for the nutriment of the human body, is always a pleasure—and can be made a profit."

About Baby

I.

WHEN feeding from the bottle hold Baby in the arm. The meal should last ten to fifteen minutes.

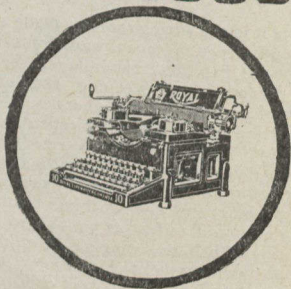
The first two months feed regularly every two hours during the day. If Baby is asleep rouse him. At night the last meal should be at 11 o'clock and if he will sleep do not feed again till 3 or 5 o'clock a.m.

When Baby cannot have his natural food give him

Allenburys' Foods

Use the 'Allenburys' Feeder

77



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Simplification was the governing thought. To create a typewriter which would deliver the work from the finger tips of the operator to the paper itself in the quickest, most efficient, most accurate manner—that was the end to be attained.

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