

Jane Carroll, Business Woman, Who Works For a Living And For Amusement, And For Real Entertainment Works a Little Harder

With each brown curl hanging just as a brown curl should hang, and clean, chubby fingers interlaced over an immaculate pinafore, a little girl sat sedately in a high-backed chair and said never a word while her mother entertained a visiting cousin the little girl had been called down stairs to salute. Finally the visitor turned to the high-backed chair and asked its occupant what she was going to be when she grew up, says the New York Evening Post.

"I," spoke the small one, parting red lips over milk-white teeth and lifting serious brown eyes to the visitor's face, "when I grow up I am going to be myself."

That was Jane Carroll in her New England home not so many years ago, and that is Jane Carroll now in her Brooklyn office, where, as general manager of the export division of one of the biggest razor corporations in America, she is laying her plans to shave the whole world. Already she has men reporting to her from Paris, from London, Rome and Madrid, from Rio de Janeiro, Buenos Aires and Quito, from far-off Sydney in Australia, and from nearby Havana in Cuba, and all these men are selling razors to shave the beards of other men. Not satisfied with this, Jane Carroll proposes now to attack the Russian beard—says, even the beard of the Bolshevik. Before 1920 is a year old she purposes to have her corporation's safety razors in every general store in Petrograd, Moscow and Vladivostok.

That it is razors this girl is handling is only a detail. The vital thing to consider is Jane Carroll herself, a woman with a personality so vivid that it touches even the bills of lading and the shipping instructions that sometimes have to pass through her hands. Whatever she does, whether it is signing an order for an additional telephone or planning a country-wide campaign for the sale of her razors in some remote, sparsely whiskered China, she puts into it a little bit of that which is herself.

She thinks she has been able to develop her unusual talents as a business woman all the more rapidly because of the repression of her childhood.

"It made me all the more anxious to break through and do things for myself," she said. "That plain, proper little maiden who was not allowed to speak unless she was spoken to, who, as she grew older, must not climb trees or cross her legs or walk on stilts or whistle a tune, was not myself. She was only a sort of covering for the little girl that was Jane Carroll. Now, the 'me within me' is the outer woman. As

you see me, so I am. In my work I have found myself."

Having found herself in her work, she proceeds forthwith to lose herself in the same way. By her work she is completely absorbed, swallowed up, swept away. With her, work is a religion, a passion, almost a dissipation. She works for her living, she works for her amusement, and when she wants to be thoroughly entertained, she just works a little harder.

"Of course, I like other forms of amusement, too," she admitted. "I like to go to the theatre, like to dance, like a little chat with my friends, and I like a good look. All these things I find worth while, but not so much worth while, not nearly so entertaining and interesting as my work."

"I think everybody who makes a success of his work finds in that work his greatest entertainment. With me, my work is also my recreation. I could not live it as I do if this were not so. It is natural to love to work. If you don't believe this, watch any normal child at play, and you will see that the game which amuses him most is some sort of work. A mere baby will work at block-house building. A little girl will spend whole hours building and decorating a playhouse, and a boy will occupy himself for a week at a time building a boat. Foreign trade promotion work is a sort of grown up game of block-building, only in this one must work with men and laws and customs and manners instead of with wooden blocks."

Miss Carroll got her preliminary business training selling advertising space on a trade paper.

After she had been selling advertising for this trade paper for a few months, Miss Carroll opened up an export advertising agency of her own. In a little while she had attracted the attention of all the big concerns in the country that were doing much of an export business, and, when the German drive toward Paris forced her to close her agency, she was promptly made foreign trade promotion manager of one of the big express companies. Soon after she was also made editor of this company's foreign trade bulletin. It was while she held this dual position that she was a guest, at the speaker's table, at a banquet given by the National Foreign Trade Convention, a distinction that has not yet been bestowed upon any other woman.

She attributes her really phenomenal success in the business world to her method of always looking ahead and of attending to the little things.

"In our business here we have what we call the 'follow through' system," she said. "In a way, that has always been my plan. If I pick up a thing I follow it through. It's amazing how far an idea will take you and how much you will pick up along the way if you follow it through. I believe in thoroughness quite as much as I believe in work."

Miss Carroll is often called upon to address meetings and conventions. She is a good speaker, clear, concise and logical. If any fault is to be found with her delivery it is that it is too rapid. Her ideas crowd one another so fast that she does not take time to finish all her sentences. She clips them at both ends and sometimes drops out a word or two in the middle, and unless her auditor is mentally most alert, she leaves him way behind. However, what she says has form and substance so that even the dullard left in the rear can pick it up afterward and piece it together for his own use.

Miss Carroll was born in Foxcroft, Me., and spent her childhood in Connecticut and Massachusetts. When she was a young girl she came with her father to New York and attended Morris High school. Later she took a course in arts and medicine at Cornell University. She has traveled all over the United States and Europe and has spent some months in the Orient. She speaks both French and Spanish, an accomplishment which is of much assistance to her in her work with the foreign trade.

TAKE OFF FROM ICE

Flying Boats Also Land on It in Safety.

After the spectacular events in connection with the war, when each day was filled with hair-raising episodes that brought into prominence one ace after another, the interest in occasional "stunts" has somewhat subsided, for most of the new accomplishments suffered by comparison; but during the last year great strides have been made in flying and many new feats have been quietly recorded.

The long days after the signing of the armistice were not wasted by the fliers who were obliged to remain in the service for several months, and once the excitement of the war was quite over many of these men continued their interest in flying through sincere love of it, unprompted by duty. While there is little excuse for spectacular display, few realize how quickly flying is taking an important place in the general scheme of things.

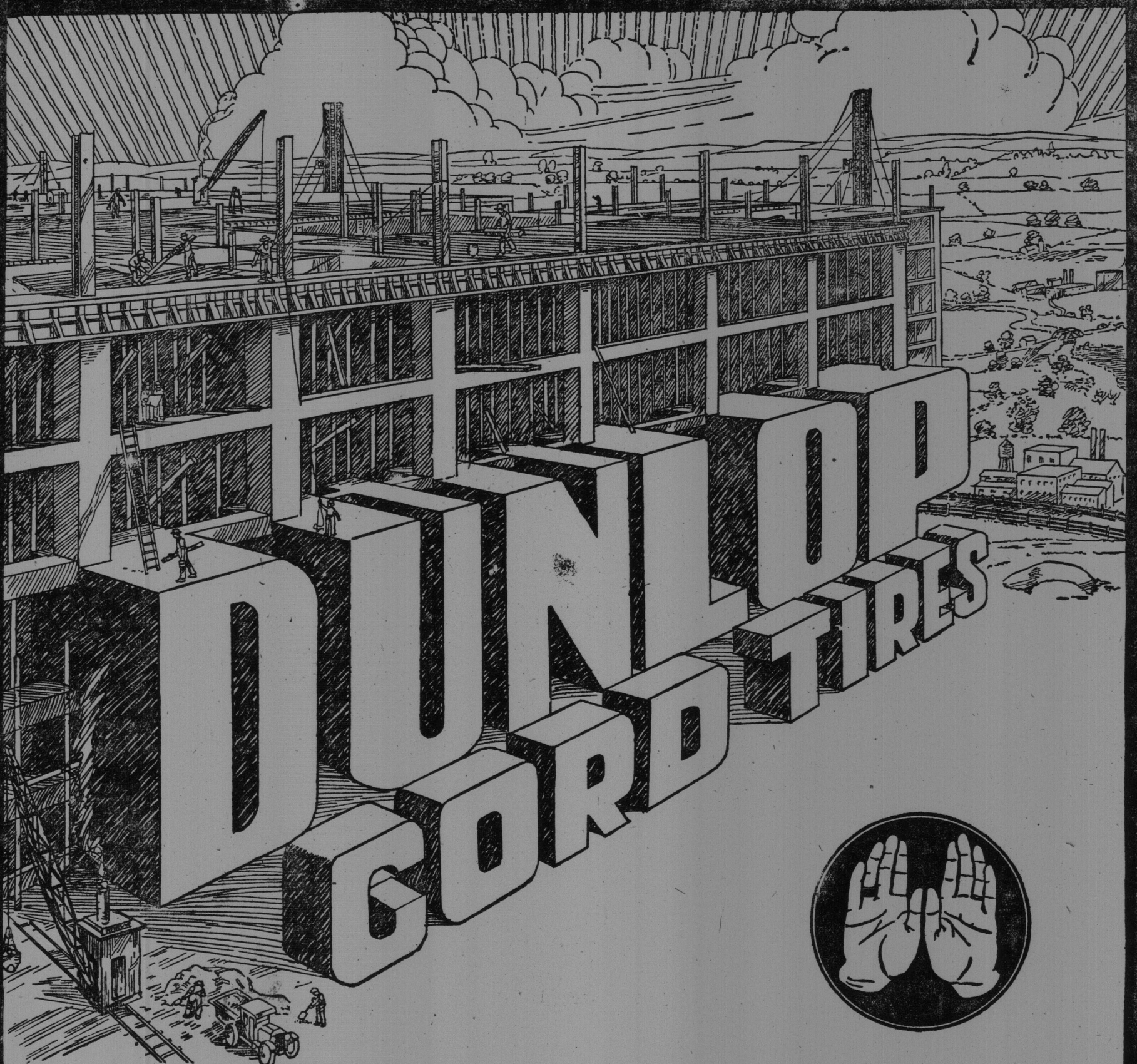
One of the most persistent "stunt men" of the less spectacular daredevils is C. J. Zimmerman, who has recently shown many new things in flying down in Keyport, N. J. He rounded out his year of events by using the frozen Raritan Bay as his flying field, taking off into the air from the ice sheet and landing again in the same spot.

During the cold snap just before Christmas Zimmerman took his flying boat out on to the ice of the bay and easily took off into the air from it. Then he headed his ship into the wind and cautiously flew closer and closer to the smooth surface. Gently, almost imperceptibly, he let the keel of the swiftly moving flying boat down on to the hard ice and sailed over its surface like a giant ice skate borne up by wings. He repeated the stunt several times.

Zimmerman believes that very soon the airplane, like the motor car, will become more than a success. It will be a necessity, he says. It was he who in welcoming home Major-General John F. O'Hara and the 27th Division, flew down within a few feet of the hurricane deck of the giant Leviathan and dropped aboard a letter of greeting to the general. He flew from New York to Albany for the Liberty Loan last spring; he was the test pilot for the first commercial cabin flying boat, and also figured in the establishment of the first aerial, or rather aeromarine, passenger line in this country, between New York and Atlantic City.

Another stunt, one which had never before been attempted, was the transfer of a bag of mail from a flying boat traveling through the air at more than a mile a minute to the liner Adriatic, some miles out at sea, demonstrating

The Call:-More Dunlop Cord Tires Wanted. The Answer:-A New Factory Costing \$1,500,000



Another Dunlop Tire Factory Being Rushed to Completion

AN appropriation of \$1,500,000 has been set apart for building and equipping a new factory in Toronto.

Up to the minute in every respect, the new Building will be devoted especially to the manufacture of

DUNLOP CORD TIRES

The demand for Dunlop Tires to-day justifies this Building. That fact is self-evident. Had it not been for war conditions, the new building would have been up before.

The 1920 Dunlop Tire will be even better than the 1919—and last year's product has certainly made fame for the name—Dunlop.

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" No. 2—More car owners than ever are using

Dunlop Tires

" No. 3—More tire users than ever are boosting

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You might as well get Quality Insurance with your tire purchases: Dunlop Tires Made-in-Canada not only represent the best that this country can produce, but Dunlop supremacy the world over furnishes the additional security of the "Master Brains of Tiredom."

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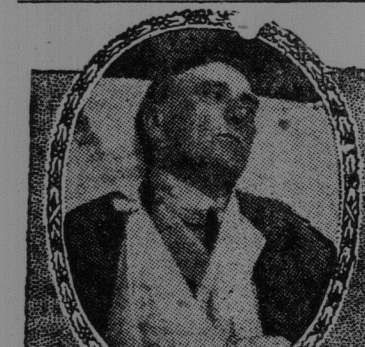
Head Office and Factories: TORONTO

BRANCHES IN THE LEADING CITIES

Tell Your Wife Corns Lift Off

Doesn't hurt a bit to lift corns or calluses off with fingers.

Not a twinge of pain or soreness before applying, or afterwards. This may sound like a dream to corn-pestered men and women who have been cutting, filing and wearing torturous plasters. Yes! corns lift off and calluses peel off as if by magic. A small bottle of freestone costs but a few cents at any drug store. Apply a few drops directly upon your tender corn or callus, and instantly the soreness disappears; then shortly the corn or callus will be so loose that it lifts off. Freestone dries instantly. It doesn't eat out the corn or callus, but just shrivels it up so it lifts away without even irritating the surrounding skin. Women should keep a tiny bottle handy on the dresser and never let a corn or callus ache twice.



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Hall's Wine is not only pleasant to take, but benefit is felt right from the first glass and a splendid sense of new strength and vigour is soon experienced.

Hall's Wine

THE SUPREME RESTORATIVE. GUARANTEES—Buy a bottle of Hall's Wine today. If, after taking half of it, you feel no real benefit, return the half empty bottle and we will at once refund your entire outlay.

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the feasibility of this method of putting important late mail or documents on liners long after they have cleared port. A feat requiring great skill and no little daring was the "stunting" of a flying boat. Up to Oct. 16 looping the loop

BRITANNIC UNDERWRITERS AGENCY Fire and Automobile Insurance F. LLOYD CAMPBELL 42 PRINCE ST. 6-30

and tail spinning were stunts which were performed only by light land machines, but on that day Zimmerman proved that an aeroplane flying boat could also go through these gyrations safely, and since that time he has done several new feats with a flying boat. An aerial tour was the next achievement successfully carried out. This was made by Zimmerman in November down the Atlantic coast and across the Gulf to Havana, accompanied by a mechanic and a bull pup named Aero, who officiated as mascot. No attempt at racing was made, but despite this the flying time on the downward trip was only 24 hours and 45 minutes. Added

to these are the feats of several well-known daredevils and the picturesque accomplishments of the aviators who now guard our forests, making it a rather brilliant year in the annals of aviation.

A gentleman went into a hat store to have his silk hat ironed. While he stood there alone and bareheaded another man rushed in with his hat in his hand and, supposing the first customer to be a clerk, angrily confronted him. "See here," he said; "this hat does not fit."

The bare-headed one eyed the stranger critically from head to foot and then

drawed out, "Well, neither does your coat. What's more, if you'll pardon my

saying so, I can't say I quite like the color of your trousers."

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